Board of Trade Journal

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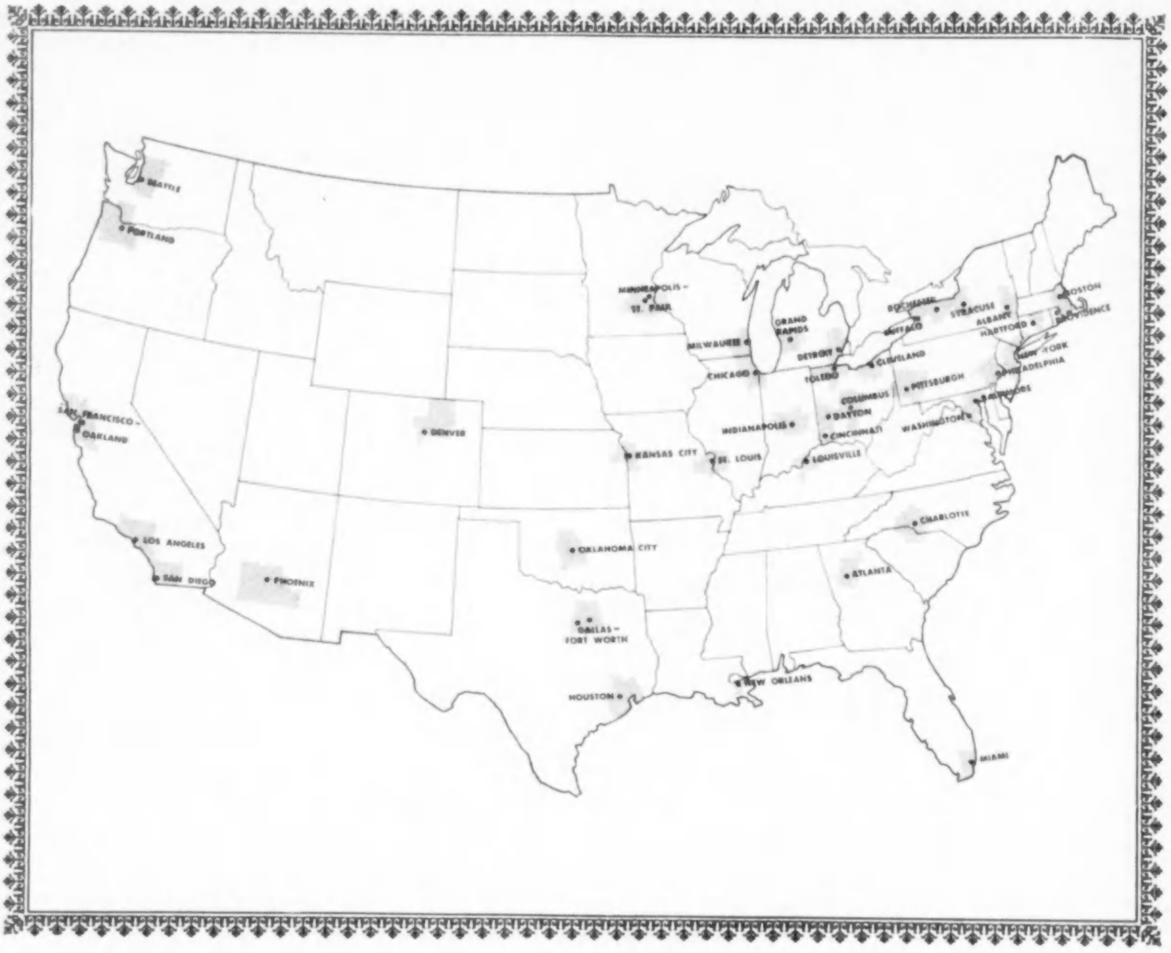
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Board of Trade Journal

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Front cover photograph

A group of young Nigerians who recently visited the Yorkshire wool textile industry to see fabrics and knitting yarn being made for the Nigerian market. On the left is Mr. George Phillips, chairman the Nigerian Panel of the National Wool Textile Export Corporation, which successfully launched a promotion campaign in Nigeria in November 1963.

Photo: Central Office of Information

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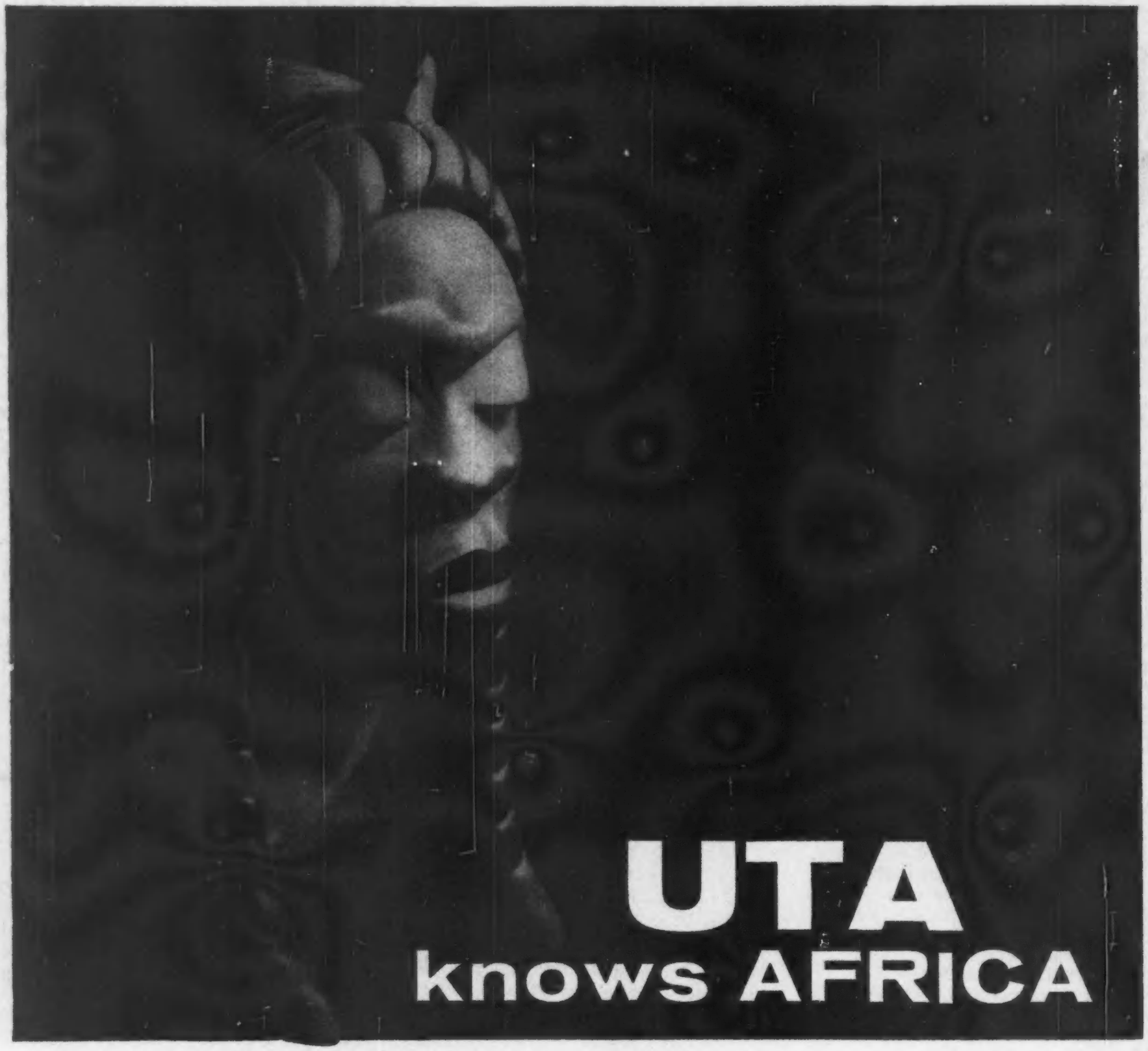

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TRADING WITH FRENCH-SPEAKING WEST AFRICAN COUNTRIES (6)

Congo (Brazzaville): a small but developing market

A REPORT BY THE BRITISH EMBASSY, BRAZZAVILLE

Rate of Exchange: £1 = 691 CFA francs.

THE REPUBLIC OF THE CONGO (Brazzaville) is a sizeable country—132,000 square miles, half as large again as Ghana or Uganda—but its population of 870,000 is small and many of them live in small, widely-scattered subsistence-farming hamlets. Nevertheless it provides a market for British goods which, though small should not be neglected, especially since a comprehensive 5-year development plan has just been drawn up and will shortly be put into execution.

The country, situated mainly on the right bank of the Congo river, offers a great contrast in size, population and variety and richness of natural resources to the giant across the river, the Congo (Leopoldville), formerly the Belgian Congo. It lies astride the equator, and the northernmost third and large areas in the south and west consist of dense forest. It has a narrow outlet to the Atlantic Ocean and extends inland for 700 miles or so, being bounded on the north by the Central African Republic, on the east by the Republic of the Congo (Leopoldville) and on the west by Cameroon and Gabon. The capital, Brazzaville, just across the River Congo from Leopoldville, is connected with the only seaport in the country, Pointe Noire (population 60,000), by a 300-mile long railway, the *Chemin de Fer du Congo-Océan* (CFCO). Apart from these two towns, the only centre of any importance so far, and the only one with electric light, is Dolisie, on the railway, two-thirds of the way to the coast.

The population of Brazzaville is large in relation to that of the whole country: 140,000, of whom some 6,000 are Europeans. This is probably explained by the fact that before independence it was the administrative centre of French Equatorial Africa, a federation of four colonies which are now the republics of the Congo (Brazzaville), the Gabon, the Chad and the Central African Republic. The railway mentioned above is important as the channel through which passes most of the foreign trade not only of the Congo but also of the Central African Republic and much of that of the Chad; from Brazzaville northwards the trade route is the River Congo and its tributary the Oubangui (below Brazzaville navigation is impossible owing to rapids). The railway also carries the Gabon's exports of manganese ore (over 600,000 tons a year).

Principal exports and imports

The forests provide the country's main natural resource and timber, not only in the form of logs, but also and increasingly in sawn woods and plywood, is the principal export, in which mahogany, iroko and limba woods figure largely. Apart from this, the most important exports are diamonds, palm kernels, palm oil, cocoa, copper, zinc and lead ore, about 100,000 tons annually of crude oil, coffee, and gold. A few recent statistics will show the extent of the Congo's export trade:

1961	. . .	£7,191,000
1962	. . .	£12,553,000
1963	(6 months)	£6,108,000

About 80 per cent of the Congo's exports go to France and the other Common Market countries. The United Kingdom takes only a small percentage, made up mainly of diamonds and timber.

British exports to the Congo are between £400,000 and £500,000 a year. They consist principally of cotton fabrics, whisky, road vehicles, bicycles and bicycle parts. This represents only about 3½ per cent of the Congo's imports: France contributes the lion's share with over 70 per cent, and the other EEC countries provide some 10 per cent.

The Congo belongs to the French franc area. Her foreign trade balance is in chronic deficit and the gap is filled with foreign exchange provided by the Bank of France. In order to keep this currency drain within bounds, imports from outside the French franc area are limited by global quotas fixed each year on the basis of an import programme which is considered jointly by the French and Congolese authorities. This system does not operate restrictively in all cases and often quotas are not fully taken up by importers. There thus appears to be some scope for a slight increase in imports of British goods, particularly as the Government seems anxious to diversify the sources of the country's imports.

A much more serious obstacle, however, is the Common External Tariff of the Equatorial Customs Union (Congo, Chad, Central African Republic and Gabon, plus Cameroon), under which duties of between 20 per cent and 30 per cent are imposed on goods originating outside the EEC and the OAMCE (the African and Malagasy Organisation for Economic Co-operation, comprising thirteen French-speaking African states, plus Madagascar), in addition to the normal tariff. Originally certain essential items of equipment such as earth-moving machinery and jeep-type cross-country vehicles were temporarily exempted, but the additional duties are being gradually applied over five years.

Trade is almost entirely in the hands of branches of large French firms, a certain number of smaller, privately-owned French enterprises, and Portuguese merchants, and it is mainly with these that agencies are arranged, although there are three commission agents in the country. There is so far virtually no indigenous business community.

Agricultural and industrial development projects

The five-year development plan mentioned at the beginning of this article starts from the premise that the basis of the Congo's economy is forestry and agriculture. These must be developed and made remunerative in order to fix the population in the remote areas and check the drift of the rural population, attracted by the mirage of an easy and affluent life, to the two main towns, which is resulting concurrently in growing urban unemployment and declining local food production. To this end the plan divides the country into ten regions, each of which will be developed round one or more local urban centres. At the same time an extensive programme of road-building and the provision of a fleet of long-distance river barges will be put into execution.

Parallel with this plan a number of agricultural and industrial projects are under study or being carried out. The *Société Industrielle et Agricole du Niari* (SIAN), which at present produces most of the sugar consumed not only in the Congo but also in the Gabon, the Central African Republic and the Chad, has launched out into a pineapple plantation scheme in conjunction with the American Libby concern. This project, which is being carried out near the sugar factory at Jacob, half-way down the railway line, will eventually result in an important production of tinned pineapple and pineapple juice for export to Europe and especially the Common Market. The same concern plans an extension of sugar production in order to put an additional 100,000 tons of sugar annually on the world market. Exhaustive studies of potash deposits at Holle, near Pointe Noire, indicate that this should become a valuable adjunct to the Congolese economy when production starts, probably in 1965. Although cotton has not hitherto been one of the Congo's exportable products, an Israeli group have signed an agreement with the Congo Government with a view to growing and producing cotton. A cement works is to be built with German plant, and a new Israeli-owned plywood factory has just started up.

The execution of the five-year plan and of the capital investment projects just mentioned will mean imports of – for instance – road-building and maintenance plant, agricultural tools and machinery, mining plant, sugar-mill machinery and above all vehicles of the cross-country type. Much of this material will naturally be imported from the country providing the investment capital or supplying development aid (France has already promised to finance three out of the ten regions under the five-year plan). Moreover, the quantities required are not vast: the total cost of developing one of the regions is estimated at only £300,000. But the opportunity should not be neglected.

Opportunities for investment

Nor should the possibility of productive investment be overlooked: the Congo is hungry for capital, and the present Government, basing itself on its liberal Investment Code, which allows various taxation and tariff advantages to firms investing capital in new enterprises, is taking a laudably forward-looking attitude to new investors. As a general rule, the Government likes to be associated to a greater or lesser extent in new enterprises, and this is the case with, for instance, recently formed soft drinks and plastics undertakings. While, however, there is no doubt future in 'exotic' production of this nature, it seems probable that the most satisfactory type of investment is in the transformation of local products – plywoods and veneers, oil-palm derivatives, cocoa, etc.

Such, then, is the Congo (Brazzaville): a small market, at present closely linked to France and the European Economic Community, developing slowly but along realistic lines and dependent for its development on capital from abroad in the form of both Government-provided economic aid and of commercial investments. In time, given a reasonable period of political stability, as development proceeds, the standard of living gradually rises and local trade becomes more active, it should be possible to build up a modest but satisfactory trade with the country.

This article is the sixth of a series on some of the French-speaking countries of West and Equatorial Africa. The countries to be covered in the series are Cameroon (*see Board of Trade Journal* of April 10, 1964), **Congo Republic (Brazzaville), Gabon, Ivory Coast** (*see Board of Trade Journal* of February 14, 1964), **Mali, Mauritania, Senegal** (see *Board of Trade Journal* of March 27, 1964), **Togo** (see *Board of Trade Journal* of February 21, 1964) **and Guinea** (see *Board of Trade Journal* of May 22, 1964).

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Mr. du Cann outlines Government policy on East-West trade

GOVERNMENT POLICIES on East-West trade were described by Mr. Edward du Cann, Minister of State, Board of Trade at Newcastle upon Tyne, on June 23. The Minister of State, who was addressing the Northern branch of the National Association of British Manufacturers, dealt with the questions of whether or not Britain should trade with Communist countries, the practical difficulties of trade with fully state-controlled economies, the policies of H.M. Government and the present United Kingdom position in regard to East-West trade and the progress made to date.

The Minister of State said that H.M. Government believed strongly in the expansion of peaceful trade with the Soviet Bloc. 'We believe that an expansion of trade plays an important part in encouraging the spirit of detente between East and West which all of us want so much', he said. 'The Soviet Union and the other countries in her sphere of influence provide a useful competitive source of raw materials. As a great trading nation the United Kingdom ought to try to buy from the widest possible range of suppliers.'

Continuing, he said, that those who believed that there were absolutely unlimited prospects for the expansion of our trade with the Communist countries took too unrealistic a view. However, he believed that although exaggerated hopes of expansion led only to disappointment, it was better to think in terms of expansion than of restriction. Some limitations on the rate of growth arose from the nature of the economic organization of the Soviet Union and other state trading countries. There was the strategic embargo: we had agreed with our allies in COCOM not to supply goods with a strategic significance to Communist countries. It had consistently been our policy to obtain removal from the list of any items which in our view were no longer of strategic importance. There was also the question of credit, which was becoming a factor of growing importance in Bloc trade. It should not present any special obstacle to our exporters as the full range of ECGD facilities were available.

Quoting figures on East-West trade, the Minister of State said that in 1963 our imports from the Soviet Bloc amounted to £172 million out of our total imports from all countries of £4,820 million. Our exports to the Bloc were £133 million out of a total of £4,234 million. Total trade with the Sino-Soviet Bloc in 1963 was £337 million or 3·7 per cent of the United Kingdom total external trade.

East-West trade was still, therefore, a relatively small part of our international trade, but there had been substantial increases in our trade with communist countries in recent years. China was the notable exception, though our trade was now increasing fast.

'Exports in the first four months of this year were £7·3 million compared with £3·1 million in the corresponding part of 1963', said the Minister of State. 'Over the last five years our total trade with the USSR and the countries of Eastern Europe has increased by 60 per cent. Our exports have increased by 70 per cent and our imports by nearly 50 per cent. These are large increases and well above the figure for the expansion of our total overseas trade which went up by about 22 per cent over the same period.

'In recent years over 90 per cent of our imports from the Soviet Union and 50 per cent of our imports from East Europe have entered this country freely on Open General Licence. What is more, we are good people to deal with. We pay cash.'

One of the difficulties in the way of buying more manufactured goods from the Soviet Bloc had been that many of their goods would find it difficult to compete with the advanced products of our own industry. Another factor had been the extreme difficulty of establishing a fair price for the products of a state trading economy. It would not be right to expose our own domestic industries to disruptive competition as a result of unrealistic prices being charged for goods imported from a state trading country where no true home market price existed.

The Minister of State continued: 'At the beginning of 1964 Mr. Heath announced that he was prepared to remove quantitative restrictions on certain manufactured goods imported from East Europe subject to certain safeguards. As a result we have now secured the necessary safeguards from the Governments of Czechoslovakia, Hungary and Poland and have accordingly agreed to remove quantitative restrictions on a wide range of manufactured and other goods from those countries'.

In the case of the Soviet Union too, we had consolidated our trade. In April a protocol was signed for the prolongation for a further five years to June 30, 1969, of the Anglo-Soviet Trade Agreement. This would shortly be published as a White Paper. The agreement had expanded by some 60 per cent over the 5 years currency of the 1959 agreement. In 1959 our exports to Russia were £27·4 million, our imports £63·1 million. In 1963 direct exports doubled at £55.4 million, and imports increased by just under 50 per cent at £91 million. The Soviety Ministry of Foreign Trade had undertaken that the Soviet purchasing authorities would continue to increase the scale of their purchases of British goods in relation to the volume of United Kingdom purchase from the Soviet Union. Since over the past five years we had bought nearly twice as much from the Soviet Union as she had bought from us we were hoping that this undertaking would lead to an increase in United Kingdom exports to the Soviet Union.

'TRADING WITH ITALY'

'Trading with Italy', a 64-page illustrated supplement dealing with trade between Britain and Italy, is being published in next week's Board of Trade Journal. *The Supplement includes articles on general commercial conditions in Italy, and studies of commercial opportunities in various Italian regions, together with information on transport of goods, advertising media, and trade fairs.*

The Minister of State went on to say that the figures he had quoted showed that growth in the Soviet Union's exports to the United Kingdom had been at a slower rate than had imports from the United Kingdom. The scope for substantially increased exports from China and the East European countries was even less. The demand for many of their great staple exports, such as timber, had settled down, although there was still a useful growth in such trade, year by year. It would not be easy for them to establish themselves as suppliers of manufactured goods in our market. They would have to fight against the competition not only of our own industry but also of manufacturers from all over the world who knew the United Kingdom market well and had already established themselves here.

'Just as we have had to adapt ourselves to trading with state trading corporations in the Communist countries, so they must adapt themselves to selling in the tough competitive market of a capitalist economy', said the Minister of State. 'And they must do so on the basis of quality and fair competition – not by selling at uneconomic prices.'

British businessmen who dealt with the state trading corporations, he continued, would have to accustom themselves to negotiating with much less room for manoeuvre than existed in the give and take between buyers and sellers, producers and users in market economies. But the opportunities were there – never more so than today in the light of our recent negotiations with the Soviet Union and with the various Eastern European countries.

Concluding his advice to the British businessman who hoped to sell to the Soviet Union, the Minister of State said: 'I would never recommend simply setting off for Moscow or any of the other capitals without suitable preparation. The Board of Trade are anxious to help any businessman with a reasonable prospect of doing business with the countries of the Soviet Bloc through our normal services which in these markets as in any other are freely at the disposal of the British businessman. But you can save yourselves a great deal of time, effort and money by getting in touch with us at an early stage so that we can advise what the prospects are and can help you to lay your plans'.

Superb performance of British exporters

—Mr. du Cann

'If I was asked to write a schoolmaster's report upon Britain's progress I would say two things—Britain is going very well—but could do better and must do better.' This was said by Mr. Edward du Cann, Minister of State, Board of Trade when he spoke at the Slough Chamber of Commerce luncheon on June 17.

The Minister said that the performance of British exporters in 1963 and in 1964 had been superb. But as Minister of State at the Board of Trade, with special responsibility for exports under the Secretary of State, he was asking for more. It was always appreciated by Government that during a period of re-expansion, imports would necessarily rise with the need for more materials and as re-stocking took place in industry. The significant matters were not the figures of any particular month, but the trends which they indicated. The growth of imports had slowed down and exports continued to increase. It was essential that exports expand still further.

'One good month's figures, such as those for May,' said the Minister, 'are no cause for complacency. The whole of our national properity depends upon a continuing rise in exports. Success in the export trade is neither easy to achieve nor anything but extremely hard work. There are no substitutes for efficiency, for inventiveness, for competitivness in price, and for sheer hard slogging salemanship.'

Continuing, the Minister said: 'Sometimes manufacturers say to me—why should be bother with export markets? Sometimes too manufacturers and workpeople think that costs are not a matter which need affect them directly. The truth is that there is no one in Britain who can opt out of personal responsibility for our Country's economic situation. The more competitive our economy the greater the chances of success and therefore the better the prospects for full employment and for a rising standard of living. Any manufacturer or workman who ignores the export market might well reflect that unless we are successful in this battle to increase exports, the home market will fail to grow as rapidly as it might, or possibly even shrink in size. Without increased exports there would in fact be no firm home market at all. We believe that the economic prospects in the world as a whole in 1964 will continue to be good. In other words the opportunities for increased British exports are undoubtedly there. For Britain's sake they must be taken and with both hands.'

Mr. du Cann visits the North-east

The itinerary of the visit to the North-east of Mr. Edward du Cann, Minister of State, Board of Trade, on June 23 and 24 was as follows:

June 23: Speak on the subject of East-West trade at the annual luncheon of the National Association of British Manufacturers (Northern Region) at the Mayfair Hotel, Newcastle; visit factories in Newburn and Gateshead-on-Tyne; meet the Mayor of Tynemouth and tour the County Borough; address the Institute of Export at the Royal Station Hotel, Newcastle; examine the site of the new Rank-Bush Murphy factory at South Shields.

June 24: Visit the Tees Conservancy Commissioners, Middlesbrough, and inspect the dock and shipping facilities; visit the ICI plant at Billingham.

ECGD signs another financial guarantee

The Export Credits Guarantee Department signed a financial guarantee on June 19 covering a loan for the financing of the contract for a fertilizer plant for Czechoslovakia to be supplied by The Power Gas Corporation Limited, a member of the Davy-Ashmore Group.

The loan, amounting to more than £3 million, has been arranged by Lazard Brothers and Company Limited leading a syndicate of joint stock banks and the Insurance Export Finance Company Limited.

The financial agreement in connection with the contract was signed by Lazard Brothers with Strojimport, the Czechoslovak state import agency.

Arrival of trade mission from USSR

At the invitation of the London and Birmingham Chambers of Commerce an important trade mission from the Soviet Union arrived in Britain on June 23. It is led by Mr. M. V. Nesterov, President of the U.S.S.R. Chamber of Commerce and includes the following members:

Mr. N. V. Vasiliev, President, V/O Mashpriborintorg;

Mr. I. A. Markelov, President, V/O Raznoexport;

Mr. S. F. Chenchikovsky, Ministry of Foreign Trade, Deputy Chief of the Department for Trade with Western Countries.

During the ten days the Mission will spend in Britain it will hold discussions with Mr. Edward Heath, Secretary of State for Industry, Trade and Regional Development, and with the London, Birmingham, Manchester and Leicester Chambers of Commerce. Apart from trade discussions, the Mission has a full programme of visits to factories and plants connected with the industries of particular interest to them.

Ugandan minister visits UK

The Hon. J. S. Mayanja-Nkangi, Ugandan Minister of Commerce and Industry, arrived in London as the guest of HM Government on June 19, for a stay of six days. During his visit Mr. Mayanja-Nkangi will meet Ministers, officials and industrialists.

The senior official accompanying Mr. Mayanja-Nkangi is Mr. L. Matovu, an Under-Secretary in the Ministry of Commerce and Industry. Mr. Edward du Cann, Minister of State, Board of Trade, met Mr. Mayanja-Nkangi during his visit to Uganda last month. This visit follows the meeting. The purpose of the visit is to interest British industrialists in investment in Uganda. Recent aid to Uganda includes a Commonwealth Assistance Loan of £2.4 million for development purposes.

New Board of Trade sub-office for Cumberland and Westmorland

Arising from his visit to Cumberland and Westmorland in November 1963, Mr. Edward Heath, Secretary of State for Industry, Trade and Regional Development, has been considering the opening of a branch office of the Board of Trade to cover these two counties. He has now appointed a new Regional Officer for Cumberland and Westmorland who will be in charge of a Sub-office of the Board of Trade, to be opened in West Cumberland shortly. He will be responsible to the Board's Regional Controller in Newcastle and will keep in close touch with the Manchester office in connection with the work of the North West Study Group, of which he will be a member. The officer appointed is Mr. James Gardiner, who has served with the Board of Trade since 1948 in London, and in the Board of Trade's offices in Birmingham, Glasgow and Newcastle. The Board of Trade are negotiating for office premises in Workington.

Export credit for Rumania

On page 1333 in last week's *Board of Trade Journal* the Minister of State was reported as saying that there was no limit for export credit guarantees for Rumania. The Minister in fact said that cover for this market could *not* be unlimited but that there was plenty of room to accommodate new business.

UN Trade Conference

A statement on the United Nations Conference on Trade and Development, which opened in Geneva on March 23 and closed on June 16, was made by Mr. Edward Heath, Secretary of State for Industry, Trade and Regional Development, in the House of Commons on June 16. It is reported in Hansard cols. 1116-1121.

New address for Board of Trade Office for Scotland

The address of the Board of Trade office for Scotland and Scottish Board is now 314 St. Vincent Street, Glasgow, C.2. (Tel. Glasgow, City 2855).

Economic development committee for distributive trades announced

THE NATIONAL ECONOMIC DEVELOPMENT COUNCIL, have announced the establishment of an Economic Development Committee for the Distributive Trades, under the chairmanship of Mr. H. T. Weeks. The fourteen members of the committee which will hold its first meeting on July 15 are:—

Mr. H. T. Weeks (*chairman*), director, Industrial and Commercial Finance Corporation Ltd. and the Finance Corporation for Industry Ltd.
Mr. A. W. Allen, general secretary, Union of Shop Distributive and Allied Workers.
Mr. R. Banks Skinner, managing director, Danish Bacon Company Ltd.
Mr. L. Bloomfield, chairman of the National Chamber of Trade.
Mr. L. Cooke, chairman, Co-operative Wholesale Society Ltd.
Miss Elizabeth Gundrey, journalist and former Editor of Shoppers' Guide.
Lady Hall, Fellow of Somerville College, Oxford.
Sir Donald MacDougall, economic director, National Economic Development Office.
Mr. O. B. Miller, chairman, John Lewis Partnership Ltd., Council member and former Chairman of The Retail Distributors' Association.
Lord Sainsbury, chairman and joint general manager, J. Sainsbury Ltd., president of the Multiple Shops Federation.
Mrs. E. L. K. Sinclair, Board of Trade.
Mr. T. Thomas, assistant general secretary, Clerical and Administrative Workers' Union.
Mr. J. A. Van Ryssen, general workers trade group secretary, Transport and General Workers Union.
Miss M. Veitch, national woman officer, National Union of General and Municipal Workers.

National Ports Council members appointed

MR. ERNEST MARPLES, Minister of Transport, has appointed eleven members of the National Ports Council, under the provisions of the Harbours Act 1964, which received the Royal Assent on June 10. Viscount Rochdale is to be chairman and Sir Eric Millbourn is to be deputy chairman of the Council. Other members are: Mr. J. Morris Gifford, Mr. F. D. Arney, Mr. N. J. Freeman, Mr. J. H. Joyce, Mr. Ian W. Macdonald, Mr. T. O'Leary, Mr. David M. Robinson, Mr. E. G. Whitaker and Mr. Lewis T. Wright.

All the members now appointed to the National Ports Council were members of the Council which the Minister set up in advance of the passing of the Act to carry out preparatory work. Under the provisions of Section 1 of the Harbours Act, the Council is charged with various duties, including that of formulating a national plan for the development of harbours in Great Britain, the encouragement of efficiency in the functioning of harbours, and the giving of advice to the Minister on all matters relating to port improvement, maintenance and management.

The recent inauguration of a new flour milling installation in the flour mill of Sark Degirmenleri T.A.S. at Istanbul was undertaken by the Governor of Istanbul, Niyazi Aki (centre) in the presence of Mr. E. A. Stanger, a director of Henry Simon Limited of Cheadle Heath, Stockport, who built and installed the new plant which is capable of producing 200 tons of flour per day. Trading prospects in Turkey was the subject of an address by Mr. Celil Vayisoglu, Commercial Counsellor to the Turkish Embassy in London, to The Birmingham Chamber of Commerce last month.

£3 million appeal for business schools

AN APPEAL to British businessmen to contribute £3 million during the next six months towards the establishment of two business schools and to ensure continued support for work now being done in management education was launched in London on June 22 by Lord Nelson of Stafford. The appeal is being sponsored jointly by the Federation of British Industries, the Foundation of Management Education and the British Institute of Management.

Lord Nelson said that the fund had already been started by the Shell organization with a donation of £150,000. He added that support had been promised by other companies. Lord Nelson had said earlier that £2·2 million was needed as industry's contribution to the establishment of business schools in London and Manchester and another £400,000 was required to support existing management training projects approved by the Foundation of Management Education. A similar amount would go to a development fund for extending work already undertaken in this field by universities and colleges.

The establishment of two businesss schools 'of high quality' was recommended in July 1963 in a report prepared under the chairmanship of Lord Franks. In December, Lord Normanbrook was invited to lead a working party to establish the financial requirements of the two schools.

Scottish trade mission's success in Benelux countries

LORD POLWARTH, chairman of the Scottish Council (Development and Industry) who led an eighteen-man trade mission to the Benelux countries from June 7—13, commented on their return that without exception all the delegates had felt the mission to be well worth while and had been convinced of the commercial advantages of a properly organized group visit. Some had won orders which they would not otherwise have obtained. Others had been able to appoint new or additional agents and others had made adjustments to their existing marketing arrangements. The mission had also received a large number of inquiries for products not made by any of the firms represented by the delegates. These inquiries would be passed on to suitable Scottish companies.

The visit was organized as part of the Scottish Council's export trade promotion programme, and was the fifth mission of its kind since 1960.

Lord Polwarth said: 'We selected the Benelux countries for this visit because there seemed to be excellent prospects for an expansion of Scottish exports. We now know that this is the case, particularly in the Netherlands, where there is little or no language difficulty. It is worth noting that additional openings for Scottish firms will be provided by a British Week to be held in Amsterdam next year.'

He pointed out that there were virtually no quota restrictions on imports from the United Kingdom into the Benelux countries. There was an abundance of goodwill and a real desire on the part of both the official and the business communities to encourage more trade. Adjustments in the Common Market tariff levels, as they affected the Benelux, were not likely to constitute a serious handicap to British exporters in the short term.

British products were acceptable and, in general, competitive, despite the existing rates of duty; no criticisms were forthcoming about either quality or deliveries, and the results achieved by members of the mission was evidence that good agents could still be found by those who made an effort to do so.

Much of the credit for the success of the mission, he said, was due to the helpful co-operation and practical assistance given by the commercial staffs of the British Embassies in Belgium, Luxembourg and the Netherlands. As a result of all that they did, each delegate was able to do in a few days what, in other circumstances, would have taken several weeks.

The present level of UK exports showed that collectively the Benelux countries represented one of the best markets in the world for British goods. The mission had confirmed that a real sales effort would produce good results, and has underlined the fact that there was no effective substitute for a personal visit by a senior representative with authority to take decisions. Other Scottish manufacturers would do well to give the Benelux countries increased attention.

NI Minister tours Canada in search of new industries for Ulster

Mr. David Jackson, an architect from the Northern Ireland Ministry of Commerce, and a specialist in the design of small factories capable of quick expansion—he was responsible for a type called the 'Acorn' factory—flew to Montreal, Canada, recently to advise on the design of a 'growth' factory for Canadian Technical Tapes Ltd., manufacturers of adhesive tapes. The firm has decided to expand in Northern Ireland under the name Technical Products (Ulster) Ltd., and will be situated at Newtownards, Co. Down, providing initially, employment for 105 people, mostly men.

Mr. Jackson is in Canada at the request of Mr. Brian Faulkner, N.I. Minister of Commerce, who is touring the country in search of further new industries for Ulster.

The Montreal company's president, Mr. Leonard Cohen, said, 'Our export sales in Europe have increased at a tremendous rate over the past four years. I have every expectation of the future growth of our Ulster factory. We carefully examined a number of countries as locations for our new enterprise but Northern Ireland has measured up best.'

N.I. firm doubles plant installation

Mr. J. D. Atkin, managing director of Rembrand Rubber (Moulders) Ltd., a member of the Movitex group, said today that, less than two months after turning on the power in the firm's new 35,000 sq. ft. factory at Dunmurry, Co. Antrim, they had had to double the amount of plant being installed. This was to meet the demand in Northern Ireland alone for their products (initially car mats and castor tyres) although they had expected that the bulk of their sales would be in Great Britain and abroad. Mr. Atkin was speaking at the official opening of the factory by Mr. Brian Faulkner, Northern Ireland Minister of Commerce.

Rembrand Rubber plan to employ 200 at Dunmurry.

Captain Terence O'Neill (third left), Prime Minister of Northern Ireland, watches an operator stitching corrugated fibreboard cases at the Warrenpoint factory of Reed Corrugated Cases Ltd., a member of the Reed Paper Group Ltd., following the opening by the Prime Minister on June 15 of the factory's new extension. With Captain O'Neill are Mr. S. T. Ryder, managing director, Reed Paper Group (right); Mr. J. R. Fairgrieve, branch general manager (left); and in the background Mr. K. J. Procter, director and general manager, Reed Corrugated Cases Ltd.

Applications for temporary exemptions from import duty

The Board of Trade are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1, Victoria Street, London, S.W.1., preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by July 10, 1964.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
28.39	Manganous nitrate tetrahydrate.	Manganous nitrate $4H_2O$, electronic grade.	December 31, 1964	6294
29.23	Protokylol hydrochloride.	As in previous column .	December 31, 1964	6510
29.35	1 - Hydroxypyridine - 2 - thione, sodium derivative.	Sodium Omadine (Sodium Salt of 1-Hydroxy Pyridine 2-Thione).	December 31, 1964	6491
29.37	Decahydro - 4a - hydroxy - 2 : 8 : 8 - trimethyl - 2 - naphthoic acid lactone.	As in previous column .	December 31, 1964	6408

GPO introduce new data transmission service

A telegraph private circuit service which will transmit data to and from computers at 14 characters per second – twice the existing rate – is to be introduced by the Post Office, stated Mr. Reginald Bevins, Postmaster General, in the House of Commons on June 15. The cost of this service would be only about one-third more.

Data can already be transmitted over Post Office telex and private telegraph circuits at about 7 characters a second. All these services are being grouped and will be known as Datel 100 Service.

Next year facilities for data transmission over telephone circuits up to 150 characters per second will be supplemented by the provision of a new Data Set No. 1A for the modulation of signals. This service will then be known as Datel 600 Service.

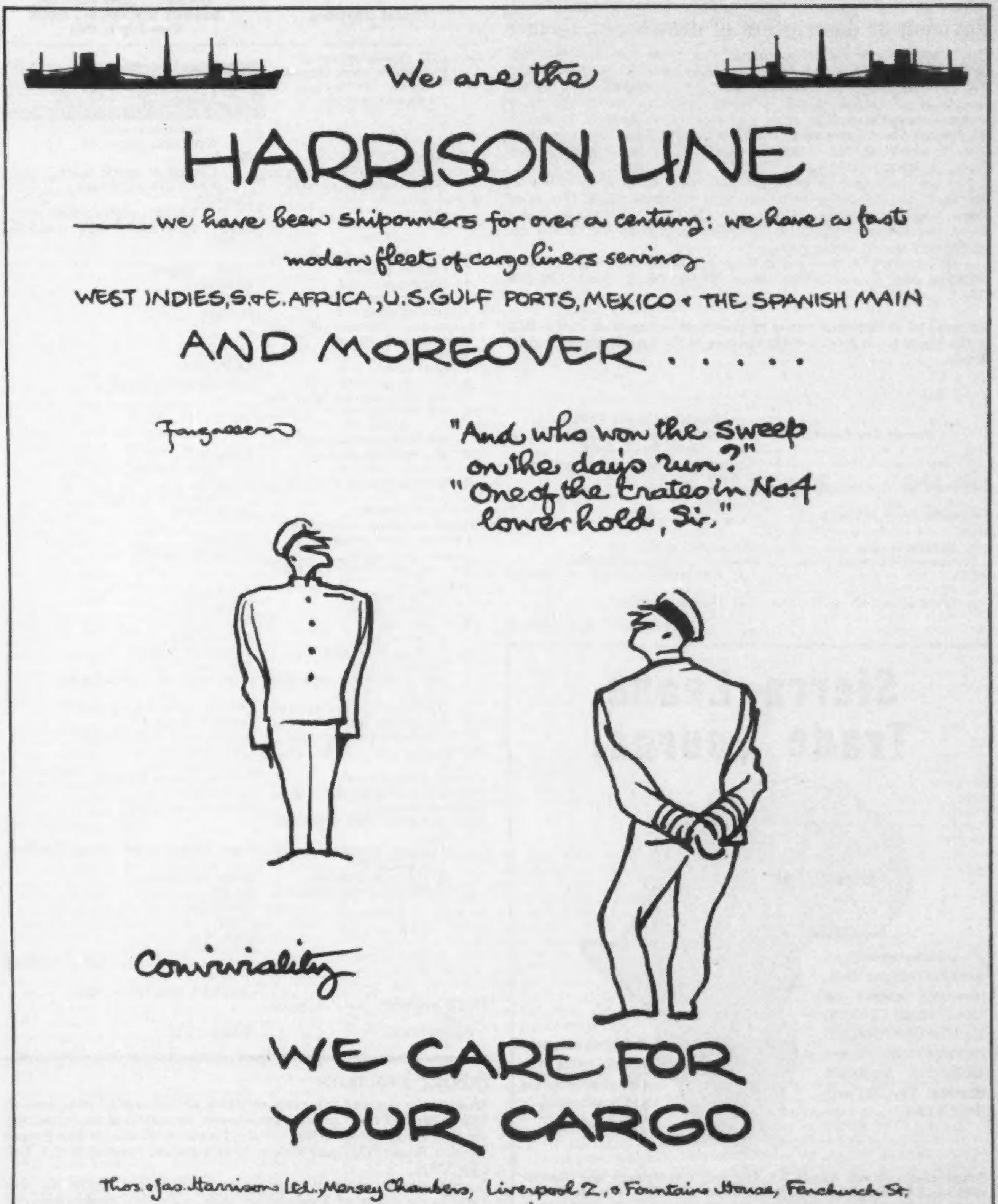
Other Datel services planned for the future are Datel 200 and Datel 300 which, respectively, will provide facilities for two-way data transmission at up to 25 characters per second and one-way data collection at up to 20 characters per second.

Further additions to the range of Datel Services will be made as the need arises.

Surface parcels for the US

A new facility for the Superscription Service for surface parcels to the United States has been instituted by the General Post Office. Although the latest posting date at post offices throughout the country is still on the Saturday previous to the sailing of the *Queen Mary* or the *Queen Elizabeth* on the following Thursday, any exporters who are able to transport their parcels to Southampton may post them at the Southampton Head Post Office counter up to noon two days before the sailing date.

The facility will start with the sailing of the *Queen Mary* on July 2 and postage will be accepted up to noon on June 30. The Superscription Service for surface parcels to the United States was first introduced on August 13, 1956.



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London, E.C.3

Revision of description of drawback schemes

HM CUSTOMS AND EXCISE announce that from July 1, 1964, Part 6B (2) of the Tariff, which lists drawbacks under the Import Duties Act 1958 on imported materials used in the production or manufacture of goods for export, is being revised to present the items in the same alphabetical order and description as they appear in the Import Duty Drawbacks (Consolidation) Order 1962 (Statutory Instruments 1962 No. 1685) as amended by subsequent Import Duty Drawbacks Orders.

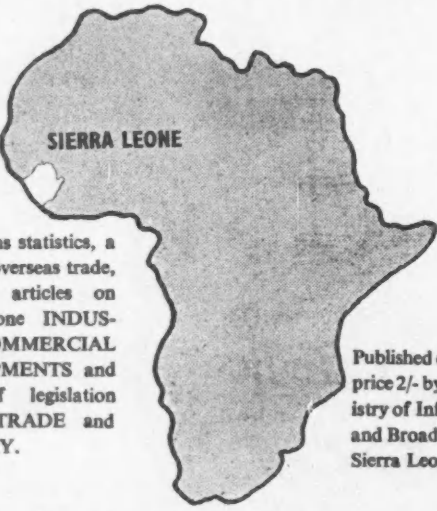
For the assistance of exporters and other users of this part of the Tariff the following table has been prepared which lists those items which are being altered with the new descriptions under which the relevant drawback provisions are to appear. Items not on the list are not being changed.

Any inquiries in this connection should be addressed to HM Customs and Excise, Kings Beam House, Mark Lane, London, E.C.3.

Revision of alphabetical order of drawback schemes in Part 6 B(2) of the Tariff from July 1, 1964; changes in the description of certain items.

Present description	Description under which the drawback provision will appear from July 1, 1964
Carbromal and Acetylcarbromal	*Acetylcarbromal.* *Carbromal*
Cocoa and cocoa products	*Chocolate.* *Cocoa.*
Fish:	
1. Canned in olive oil	*Fish*, canned in olive oil.
2. Canned in tomato sauce	*Foodstuffs*, canned or bottled: 1. Foodstuffs, canned in tomato sauce.
3. Dried salted cod.	*Cod*, dried and salted.
Foodstuffs, canned or bottled:	
1. Foodstuffs, other than fish, canned or bottled, in tomato sauce, etc.	*Foodstuffs*, canned or bottled: 1. Foodstuffs, canned in tomato sauce. 2. Foodstuffs, other than fish, bottled in tomato sauce. 3. Ketchups, sauces, etc.
2. Beans:	*Beans*:
(a) Canned in tomato sauce	1. Canned in tomato sauce.
(b) Canned in curry sauce	2. Canned in curry sauce.
Glucose products	*Chocolate*: 2. Chocolate confectionery, etc. *Sugar confectionery*, not containing cocoa.
Leather; saddlery and harness, etc.:	
1. Leather, dressed	*Leather*, dressed.
2. Handbags	*Handbags*.
3. Saddlery and harness, etc.	*Leather* goods.
4. Suitcases, etc.	*Suitcases*.
Man-made fibres and silk, and manufactures thereof:	
1. Neckties, etc.	*Neckties*.
2. Men's shirts	*Men's shirts*.
3. (A) Woven ribbons, etc. (B) Warp knitted fabric, etc. (C) Brushed warp knitted fabric. (D) Warp knitted fabric, etc.	*Cuprammonium products*.
7. The following garments	*Garments*: 1. Men's jackets, etc.
8. Women's and girls' garments, etc.	*Garments*: 2. Women's and girls'.
9. Inked ribbons	*Inked ribbons*.
Oranges and orange marmalade:	
Oranges, bitter, prepared	*Oranges*.
Orange marmalade	*Orange marmalade*.
Paper and paperboard and goods made thereof:	
2. Toilet paper	*Toilet paper*.
3. Cigarette papers	*Cigarette papers*.
4. Paper bags	*Paper bags*.
5. Adhesive tape	*Adhesive tape*.
6. Confectionery cases	*Confectionery cases*.
7. Plates and trays	*Plates and trays*.
8. Electrosensitive recording paper.	*Electrosensitive recording paper*.
9. Dyeline natural tracing paper	*Dyeline natural tracing paper*.
10. Printed drip mats	*Printed drip mats*.
11. Fibreboard packing cases	*Packing cases* of fibreboard.
Photographic and Cinematograph films.	*Cinematograph film*. *Photographic film*.
Plywood packing cases	*Packing cases* of plywood.
Preparations of dried egg yolk	*Egg preparations*.
Rainproof garments	*Garments, rain-proof*.
Sugar and goods made with sugar:	
1. *Sugar*:	
(a) Sugar produced by refining, etc.	*Sugar*, refined in the United Kingdom.
(b) Syrups and treacles	*Syrups and treacles*.
2. Goods made with sugar, etc.	*Biscuits*. *Chocolate*. *Cocoa*. *Fruit*, etc. *Soft drinks*. *Sugar confectionery*, not containing cocoa. *Vegetables*, with added sugar.
Textile machinery parts or accessories:	
Picking sticks	*Picking sticks*.

(*Continued in next column*)



Sierra Leone Trade Journal

... contains statistics, a survey of overseas trade, illustrated articles on Sierra Leone INDUSTRIES, COMMERCIAL DEVELOPMENTS and details of legislation affecting TRADE and INDUSTRY.

Published quarterly, price 2/- by the Ministry of Information and Broadcasting in Sierra Leone.

Subscription: Crown Agents for Overseas Government and Administration, 4 Millbank, London, S.W.1., or Mr. A. J. E. Davis, the Crown Agents Representative, 3100 Massachusetts Avenue, N.W. Washington.

Advertising: details and specimen copies from Africa & Overseas Press Agency Ltd., 13 New Bridge Street, London, E.C.4.

EXPORT INQUIRIES

Most of the detailed information which British traders may need to help them sell their goods overseas can be obtained by contacting the nearest Regional Office of the Board of Trade or the Export Services Branch (Hillgate House, 35 Old Bailey, London, E.C.4. Tel. City 5757).

It may save you time if your export inquiries are sent in the first place to the Board of Trade rather than to Trade Commissioners or Commercial Officers overseas. A list of addresses of Regional Offices of the Board of Trade was given on page vi of April 24 issue.

New Books

Direction of Trade. International Monetary Fund and International Bank for Reconstruction and Development (available from HM Stationery Office, subscription 72s. a year). This new serial publication is described in its subtitle as 'Supplement to *International Financial Statistics*', but is in fact a quite separate periodical with its own price and subscription rate. It replaces the United Nations Statistical Office's *Direction of International Trade (Statistical Papers, Series T)*, which was itself a joint publication of the UN and the International Monetary Fund. Like its predecessor, it takes the form of 11 monthy issues and an annual volume of data for the whole year (with some retrospective figures for earlier years), and it provides comprehensive summary statistics of the value in US dollars of the imports and exports of 100 countries with each of their trading partners, aiming to do so with the smallest possible delay between the periods covered and the dates of issue. It is thus a useful short-term indicator of the volume of trade between different countries, and of the patterns of world trade on a geographical and national basis. The last annual volume of the UN *Direction of International Trade* was the issue for 1956-59, and the last monthly issue was dated January 1963. The first parts to appear of the new *Direction of Trade* are an *Annual* 1958-62, which is not included in the current subscription and may be obtained from HMSO at 22s. 6d. (by post 24s. 6d.), and monthly issues dated January-April and May 1964, which provide quarterly data for periods within 1963. Future issues of the annual volume will be included in the subscription. As its title suggests, *Direction of Trade* does not provide any information on the commodity composition of the trade whose value it records, and for comprehensive international statistics of the commodities exported and imported by trading countries, readers will continue to need such compilations as the United Nations *Commodity Trade Statistics (Statistical Papers, Series D)*, issued quarterly at 72s. a year from HM Stationery Office.

The Industrial Potentialities of Northern Nigeria. Ministry of Trade and Industry. (284 pages. 25s. from the Ministry of Trade and Industry, Kaduna, Northern Nigeria). As part of its efforts to hasten the region's industrial development, the Ministry of Trade and Industry of Northern Nigeria has produced this guide to existing industrial possibilities, and to the commercial and industrial development that has taken place during the last few years. The work is based upon a survey undertaken by Sir Alexander Gibb and Partners in association with Industrial and Process Engineering Consultants (Great Britain) and sponsored by the Government of Northern Nigeria and the United Kingdom Department of Technical Co-operation. The book surveys the prospects for twenty-six individual industries, many of them considered by the Ministry of Trade as suitable for immediate development. It is arranged in five parts dealing respectively with the Northern Nigerian economy, industries based on local raw materials, industries based on imported raw materials, general administrative factors and public services. It has a number of appendices giving supplementary data and some maps showing basic topographic and other features to which reference has been made in the text.

Who Makes What in Northern Ireland. 5th edition 1964. Commercial Intelligence Branch, Department of Commerce, Northern Ireland. (432 pages. HM Stationery Office, Belfast. 5s.). The Northern Ireland Minister of Commerce points out in his foreword that since the first edition of this directory appeared ten years ago the value of trade has increased by 30 per cent and this increase in trade is reflected in the new edition, in which many more firms and commodities are listed than before. In recognition of the importance of trade with Europe, the table of contents and the alphabetical and classified commodity lists are translated into French, German and Spanish. The English section includes an alphabetical list of firms in addition to the classified list.

Contract Furniture from the Design Index. Council of Industrial Design (275 pages. 21s. from the Council of Industrial Design, 28 Haymarket, London, S.W.1). The CoID has issued this catalogue to assist those engaged in contract furnishing. It contains details of items suitable for contract use, selected by the manufacturers themselves from their products listed in the Design Index. The book is divided into sections covering desks, chairs, storage units, and bedroom and kitchen furniture. One page is devoted to each product, with a photograph of the item, followed by full details of the designer, manufacturer and identification symbols. The dimensions of all models are given and also the specification. Retail prices are quoted. The book includes an index of manufacturers and their products.

Scanning the Provinces: A Factual Survey. 5th edition 1964 (issued by the Information Department, Northcliffe Newspapers Group Limited, Carmelite House, London, E.C.4.) The areas covered in this new edition are Cheltenham, Derby, Gloucester, Grimsby, Hull, Lincoln, Stoke-on-Trent and Swansea. Bristol and Leicester, included in earlier editions, are not covered. The information, basically the same as in previous editions i.e. rates, population, number and type of shops etc., is drawn from reliable quoted sources. The main feature of the new edition is its change in format. It is published in eight separate parts collected together in a slip case. The bindings will not stand up to as much handling, but may prove more convenient to use than previous editions; the presentation is clearer than formerly.

Financial and Technical Aid from Britain. Central Office of Information Reference Pamphlet No. 62 (48 pages. 4s., by post 4s. 4d., from HM Stationery Office and Government bookshops.). This pamphlet describes for the general public British assistance, both direct and through international agencies, to the underdeveloped two-thirds of the world. It quotes many figures, mostly from the White Paper *Aid to Developing Countries* (Cmnd. 2147), as well as giving a general outline of aid programmes. Seven typical schemes are briefly described and there is a short bibliography.

Further Education for Craftsmen. (36 pages. 5s. 6d., from the City and Guilds of London Institute, 76 Portland Place, London, W.1.). A booklet about the purposes and characteristics of part-time courses of further education designed for apprentices to the skilled crafts, or for young persons in occupations which, although not necessarily designated as skilled crafts, have similar requirements. It summarizes the general features of craft courses and discusses examinations, duration and arrangement of courses and further education and industrial training.

Insurance Law in Europe and the United States, edited by Dennis Thompson. (67 pages. 21s. from Stevens and Sons Ltd., 11 New Fetter Lane, London, E.C.4). Four papers given at a symposium held jointly by the British Institute of International and Comparative Law and the Chartered Insurance Institute in November 1963. The purpose of the symposium was to examine certain aspects of English insurance law in relation to the corresponding provisions in other European countries, and to consider what changes would be made in insurance law and practice as the result of the Rome Treaty. The papers include a comparison of the English, Austrian, Belgian, West German and Swedish laws relating to group life assurance, discussions of the direct and indirect effects of the Rome Treaty on various aspects of insurance, and a description of the American experience in state regulation of a national insurance business.

Ryland's Overseas Directory 1964 (340 pages. 84s. from Fuel and Metallurgical Journals Ltd., 17 John Adam Street, London, W.C.2), is the first edition of a reference work which lists iron and steel works, rolling mills, foundries, forging plants, coking plants, coal mines, mines and quarries for about 140 countries. Names of firms are given in alphabetical order in each country subdivision under these broad headings, and the countries are grouped into continents, with Commonwealth countries taking precedence in each group. The information given for each firm usually includes its main address, a brief description of its plant, a list of its principal products and an indication of its actual or planned capacity. The directory is well-produced and easy to use, and is explicitly modelled on the publisher's long-established and well-known *Ryland's Directory*. However, there are some important differences between the model and the original, apart from the obvious one of national and geographical coverage. *Ryland's Overseas Directory* has no detailed analysis or index of specific products and services within its broad subject groupings; it has no general index of names of firms, either in one sequence or country by country; and it deliberately excludes, on justifiable grounds of impracticability, the broad mass of engineering works, sheet metal works, heat treatment plants and hardwaremen which occupy a significant bulk in *Ryland's Directory* itself and do much to give the latter work its special character as something of a general directory of British heavy industry. But the new directory bears every sign of having been compiled with care and accuracy within these limits, and will undoubtedly be useful in export and market research.

An Introduction to Critical Path Analysis by K. G. Lockyer (111 pages. Pitman, 18s.) Critical Path Analysis is one of the new management planning techniques based on network analysis. By its means a diagram can be drawn to show how each stage in a complex project is related to the others, and which of them will crucially affect the overall timing of the scheme. From this point systematic scheduling and cost control are possible. This work is written for those who wish to assess the likely value to themselves of CPA and also for those who, convinced of its value, wish to put the techniques into practice. The book assumes no prior knowledge on the part of the reader and stresses the fact that this is only an 'Introduction' to the subject. Advanced adaptations of the technique are merely mentioned. Brief comparisons are, however, given between the CPA system and its American equivalents – the Programme Evaluation and Review Technique (PERT) and the Critical Path Method. The book includes both bibliography and index.

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Patent Office publications: a valuable source of information

SPECIFICATIONS and abridgments published by the Patent Office provide a valuable source of information to all sections of industry wishing to keep in touch with the latest developments. These publications may be examined free of charge in the Patent Office Library or supplied as required at the prices shown below. The Patent Office also provides other services associated with the selection and supply of information about inventions.

Every application for a patent must be accompanied by a specification which fully describes the invention and states clearly what is the monopoly claimed. After thorough examination within the Patent Office, including an investigation to test the novelty of the invention, specifications found acceptable are published at a standard price of 4s. 6d.

Abridgments of the specifications, prepared by the Patent Examiner, are also published in 25 groups, each of which covers a major field of manufacture. One bound volume of abridgments for each group is published at intervals of 7-8 months (representing a complete series of 20,000 published specifications). These volumes are available at £4 10s. 0d. each or £100 for the complete set. For the same price it is possible to receive, as they are printed, the 16 page sheets of abridgments of which each of the bound volumes is composed. Subscribers to this service are thus kept right up to date with accepted specifications.

In order to facilitate the study of specifications relating to a particular subject, a detailed classification system is employed. The complete classification key which sets out this system is made up of 25 group units, each corresponding to one abridgment group, and each of these units is subdivided through several levels of fineness. The result is a schedule composed of about 40,000 subdivisions under one or more of which every specification is indexed, and this index is printed on all specifications. A list showing numbers of all specifications since 1910 indexed under any one of these subdivisions may be obtained for £1 1s. 0d. The appropriate unit of the key is bound into each abridgment volume and is associated with a subject-matter index to form a guide to the abridgments in that volume. The classification key itself may be purchased at 5s. 6d. per group unit or £6 10s. 0d. for the complete set of 25 units. In order to help in locating subjects in the classification key, a reference index is available at £7 7s. 0d. This contains an alphabetical list of catchwords which relate to all aspects of inventive art, and indicates the part of the key under which relevant subject-matter is classified.

As a further service the Patent Office will supply to subscribers all specifications, as they are published, which relate to any subject expressed in the classification key. The only charge made is that for the specifications so supplied.

The Official Journal (Patents) is published every Wednesday and, as well as official notices, contains a list of new patent applications and classified lists of accepted specifications. Single copies are 5s. 9d. each and the annual subscription is £14 15s. 0d. From January 1, 1964, the prices will be 6s. 6d. each, £16 10s. 0d. for the annual subscription.

All of the above publications are available, post free, from the Sale Branch, Patent Office, 25 Southampton Buildings, London, W.C.2, who will also be glad to give advice.

THE CONSUMER COUNCIL'S ADDRESS

The Consumer Council, set up by the Government in March 1963 *as a result of the recommendation of the Molony Committee on Consumer Protection, has its offices at* **3 Cornwall Terrace, N.W.1 (Tel. Hunter 1658 and 1659)** *and all correspondence and inquiries should be directed there. The Council should not be confused with the Consumer Advisory Council of the British Standards Institution, Orchard House, Orchard Street, W.1, which used to publish 'Shoppers Guide' but no longer exists. The address which appears in the current London telephone directory is incorrect.*

British overseas commercial representatives' visits during July to September, 1964

THE FOLLOWING British Trade Commissioners and Commercial Diplomatic Officers are expected to be in this country during July to September, 1964:

AUSTRALIA (Melbourne)	C. A. Holmes	Assistant British Trade Commissioner	From August	Has served as Assistant British Trade Commissioner in the Irish Republic (Dublin) and India (Bombay).
CANADA (Halifax)	E. Patterson	Assistant British Trade Commissioner	September	In present post since 1962.
(Montreal)	A. Heckle, C.M.G.	Principal British Trade Commissioner	September (London only)	Has previously served as British Trade Commissioner in South Africa (Johannesburg).
JAPAN (Tokyo)	E. C. Penson, M.B.E.	Second Secretary (Commercial)	From July	In present post since 1961.
MALAYSIA (Kuala Lumpur)	R. L. Sutton	British Trade Commissioner	September	Has served as Assistant British Trade Commissioner in Trinidad (Port of Spain).
REPUBLIC OF SOUTH AFRICA (Pretoria)	P. S. Ziegler	First Secretary (Commercial)	August	Has been in present post since 1962.
SAUDI ARABIA (Jedda)	A. P. Dow	Third Secretary (Commercial)	September	In present post since 1963.
UNITED STATES (San Francisco)	J. W. Hutson	H.M. Consul (Commercial)	Late July/early August (London only)	In present post since 1962.

British firms and organizations which wish to meet any of these officers to discuss specific export problems are asked to write for an appointment. It would be helpful if the nature of the problem, in particular the commodities involved, could be stated.

Those firms and organizations which would wish to see an officer *only* if an appointment in their own area could be arranged should contact the appropriate Board of Trade Regional Office, or in Northern Ireland, the Ministry of Commerce, Belfast. Those which would either prefer or would be prepared, if necessary, to meet the officer for an interview in London should approach Tours Section, Board of Trade, 1 Victoria Street, London, S.W.1.

Firms are reminded that the Export Services Branch of the Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4., are in close touch with all overseas representatives and would be glad to advise British firms on matters relating to their export trade. Regional Officers of the Board of Trade or, in Northern Ireland, the Ministry of Commerce, Belfast, are also available for consultation on export matters.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to H.M. Stationery Office, Room D.94, Atlantic House, Holborn Viaduct, London, E.C.1 (City 9876, Ext. 147).

Inquiries from other parts of the United Kingdom should be addressed to Cowlishaw & Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon Street, London, E.C.3 (City 3718).

New Business in Australia..

THIS BOOKLET entitled "New Business in Australia" has been specially compiled to assist companies considering the extension of their activities to Australia. Its contents include information on such questions as Company Law, Taxation, Import and Export Controls, Patents, Trade Marks, Finance etc. Copies of the booklet are available at any of our Offices. Please call, write or telephone. We are equipped to furnish any further information and details desired.

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SPEEDS THE EXPORT DRIVE

BRITISH OVERSEAS AIRWAYS CORPORATION

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	19,957	—	16,034	15,212	15,212	9,095	3,486	922	699	591	1,205				
1959	103	105	106	105	104	95	108	94	114	113	109	+174	+ 73	+15	+49
1960	108	112	114	110	108	98	118	110	125	129	114	+592	+520	+48	+37
1961	112	114	122	115	111	100	129	130	133	137	121	+297	+230	+36	+ 4
1962	112	115	126	122	112	101	127	119	126	140	124	+113	+ 33	+22	+40
1963	116	119	134	128	117	103	129	107	131	144	132	+135	+ 89	+15	+27
1962															
3rd quarter	112	116	127	122	113	101	128	116	130	146	123	+ 57	+ 15	+23	+10
4th quarter	113	115	130	124	114	101	125	111	124	137	124	+ 10	— 9	+ 9	+25
1963															
1st quarter	112	113	129	124	113	101	115	104	124	101	118	— 20	+ 56	—16	— 3
2nd quarter	116	118	131	127	116	102	129	109	129	149	129	+ 42	— 9	+22	— 3
3rd quarter	116	120	136	130	119	105	134	106	130	159	138	— 34	— 33	—19	— 8
4th quarter	122	124	138	131	119	105	139	109	140	166	144	+147	+ 75	+28	+41
1964															
1st quarter		126*				106		114*	149*				+ 95*	— 4*	+ 3
1963															
November	..	124	..	..	..	104	..	..	..	..	..	..	..	..	..
December	..	125	..	..	..	106	..	..	..	..	..	..	..	..	..
1964															
January	..	126	..	..	..	107	..	..	..	..	..	..	..	..	..
February	..	126	..	..	..	105	..	..	..	..	..	..	..	..	..
March	..	126*	..	..	..	105	..	..	..	..	..	..	..	..	..
April	..	126*	..	..	..	106	..	..	..	..	..	..	..	..	..

	ORDERS		PRICES AND COSTS					LABOUR						IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand†	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers			Unfilled vacancies for adults					
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average†	Change from previous period†	Normal seasonal change	Mid-month or monthly average†	Change from previous period†	Normal seasonal change			
	at 1958 prices													at current prices		
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	series shown in thousands						1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—							3,748	3,176	
1959	101	135	109·6	+0·6	103·4	114·2	117·4	433	+ 31	..	157	+21	..	106	105	+140
1960	117	136	110·7	+1·0	104·5	116·0	122·5	337	— 96	..	212	+55	..	121	112	—258
1961	120	104	114·5	+3·4	104·4	119·1	130·3	305	— 32	..	213	+ 1	..	117	116	— 10
1962	115	100	119·3	+4·2	103·0	120·6	136·2	419	+114	..	149	—64	..	120	119	+102
1963	135	118*	121·7	+2·0	104·5	122·0	141·3	502	+ 83	..	144	— 5	..	129	128	+121
1962																
3rd quarter	119	92	119·7	+3·8	102·2	120·8	137·3	390	+ 3	—34	156	—16	+ 7	123	121	— 18
4th quarter	115	100	119·6	+2·6	102·5	121·1	138·3	491	+101	+49	120	—36	—32	120	120	+ 40
1963																
1st quarter	117	100	121·4	+3·1	103·6	121·4	139·4	627	+136	+42	113	— 7	— 5	120	123	+ 71
2nd quarter	123	105	122·1	+1·6	104·2	121·8	140·9	504	—123	—58	147	+34	+33	127	127	+ 30
3rd quarter	130	100	121·3	+1·3	104·2	122·1	141·5	428	— 76	—34	157	+10	+ 6	132	131	+ 14
4th quarter	135	118*	122·1	+2·1	106·1	122·6	143·3	450	+ 22	+50	157	Nil	—34	135	132	+ 6
1964																
1st quarter	140*	121*	123·2	+1·5	108·0*	123·9*	145·8	445	— 5	+42	182	+25	— 5	145	134	
1963																
November	133	120*	122·2	+2·2	106·5	122·5	143·1	456	+ 8	+19	157	— 3	—16	135	129	..
December	135	118*	122·4	+1·8	106·8	122·9	145·1	447	— 9	— 1	155	— 2	—11	142	137	..
1964																
January	136*	119*	123·0	+1·9	107·5	123·7	145·4	471	+ 24	+41	166	+11	— 1	146	123	..
February	137*	121*	123·1	+1·2	108·2	123·9	145·7	451	— 20	+ 2	178	+12	+ 6	144	139	..
March	140*	121*	123·6	+1·5	108·3*	124·1*	146·2	413	— 38	—19	202	+24	+10	145	141	..
April	146*	123*	124·7	+2·0	108·2*	124·3*	146·7	394	— 19	—20	212	+10	+14	146	127	..
May			125·7	+2·9	107·7*	124·4*	147·0	357	— 37	—23	227	+15	+ 9	144*	140*	

† NOT seasonally adjusted. * Provisional.

United Kingdom trade in May

THE FIGURES FOR recent months show that exports have continued to rise. In the last three months March-May they were £360 million a month (seasonally adjusted), 2 per cent more than in the previous three months. Exports to the sterling area and to EFTA continued to grow and exports to the Common Market seem to be rising again after a period of flatness. Exports to North America seemed no longer to be falling but exports to the rest of the world were still declining. Recent increases have been in exports of semi-manufactures and some engineering products. Exports of non-manufactures were declining in the second half of last year. This decline has almost stopped; a continued fall in exports of oil being nearly offset by increased exports of food and of basic materials.

The growth of imports has been slowing down after the rapid rise last year. In the last three months they were £453 million a month (seasonally adjusted), 1 per cent more than in the previous three months and 16 per cent more than a year earlier. In the last three months imports of industrial materials continued to grow though these were rising less rapidly than during 1963. There was a further substantial increase in imports of finished manufactures. Imports of food and tobacco, however, were considerably less than at the turn of the year.

With the growth of imports slowing down the trade deficit did not increase any further in the last three months. In the period March-May it was £30 million a month (seasonally adjusted) compared with £34 million a month in the previous three months and £11 million a month in the fourth quarter. In 1963 it averaged £4 million a month.

United Kingdom trade

A. Seasonally adjusted values £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.	Trade Balance
1962	316	374	13	— 6
1963	340	402	13	— 4
1963 1st quarter . .	327	375	12	+ 7
2nd quarter .	335	395	13	— 2
3rd quarter .	346	412	13	— 9
4th quarter .	348	422	13	—11
1964 1st quarter . .	356	453	12	—35*
1963 December . .	362	442	12	—13
1964 January . .	326	457	11	—73*
February . .	369	450	12	—15*
March . .	373	451	13	—17*
April . .	337	457	13	—53*
May . . .	370	450	13	—20*
Dec. 1963–Feb. 1964 . . .	352	450	12	—34*
March–May 1964	360	453	13	—30*

*Estimated

B. Recorded values £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1963 1st quarter . . .	332·6	381·3	13·3
2nd quarter . . .	343·6	397·5	13·3
3rd quarter . . .	324·9	400·7	11·6
4th quarter . . .	359·0	427·2	13·2
1964 1st quarter . . .	360·1	460·4	12·8
April	342·5	481·3	14·0
May	398·6	449·7	13·7

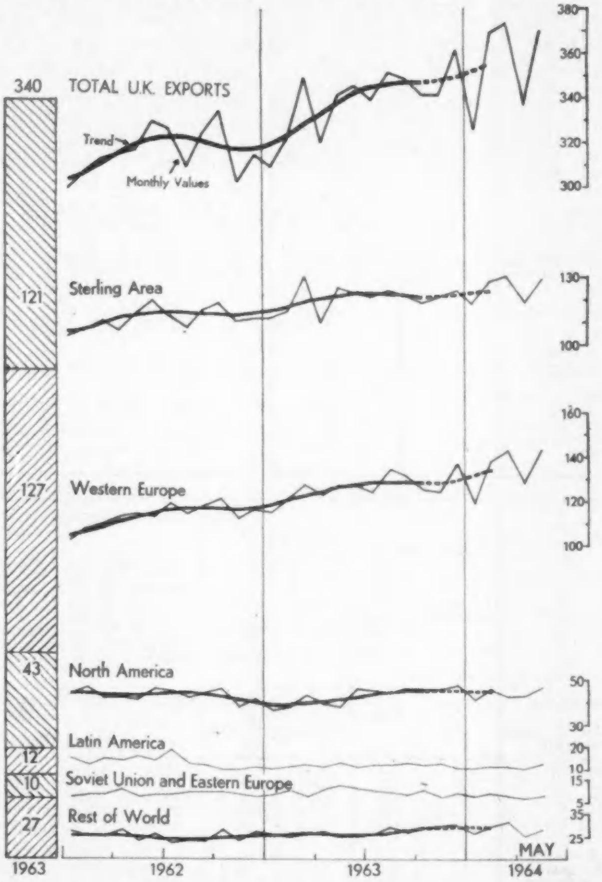
Area pattern of exports

Exports to the sterling area have recently been growing rather faster than they were during the second half of last year. In the last three months they were £2 million a month more (2 per cent) than in the previous three months. There was a marked recovery this year in exports to Australia which were declining during 1963. There was also a sharp rise in exports to South Africa after a period of flatness in the second half of last year. Exports to the Irish Republic continue to grow. Exports to New Zealand and to India, however, were reduced in the last three months and were below the rates of a year earlier.

Exports to Western Europe have risen strongly this year after a

United Kingdom exports: areas

Seasonally adjusted £ million f.o.b. monthly averages or calendar months



	1963				1964	1963-4	1964			
	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	Dec.-Feb.	Mar.-May	Mar.	April	May
Sterling Area .	119	120	123	122	125	124	126	130	119	128
Western Europe .	121	126	130	129	133	131	138	143	128	143
Economic Community .	65	69	71	70	71	69	74	78	68	76
Free Trade Assocn. (inc. Finland) .	44	45	47	49	50	51	52	53	49	55
North America .	39	41	45	47	44	45	44	43	43	47
Latin America .	11	12	12	12	12	11	12	12	11	13
Soviet Union and Eastern Europe.	9	12	10	10	9	9	9	9	8	9
Rest of World .	26	26	27	30	30	30	29	32	26	29
Total . .	327	335	346	348	356	352	360	373	337	370

pause at the end of 1963. In the last three months they were £7 million a month more (5 per cent) than in the previous three months. Exports to EFTA have continued to grow steadily with a particularly sharp increase in exports to Sweden in the last few months. Exports to the Common Market now seem to be rising again after being flat since the middle of last year. The main change has been in exports to West Germany which rose substantially in the last three months; these exports were declining in the second half of last year but seemed to be turning up in the early months of this. Exports to the Benelux countries continued to grow strongly. Exports to France turned down at the turn of the year. Though there was a modest increase in the last three months they remained below the peak in the fourth quarter last year. Exports to Italy continued to fall fairly rapidly. Exports to other Western European countries have not changed much since the middle of last year. These expanding markets in the sterling area and Western Europe together account for about three-quarters of our export trade.

Exports to North America fell in the first quarter but there seems to have been no further reduction. Exports to the United States continue to decline, though at a slower rate, from the peak in the fourth quarter last year. Exports to Canada have fluctuated during the last two years; there was a substantial increase in the last three months when they were well above the average rate for 1963.

There has not been much change in exports to Latin America in the last few months. Exports to the Soviet Union and Eastern Europe were declining from a peak in the second quarter last year but may have levelled out in the last three months. To the rest of the world exports have slipped back a little this year after rising strongly in the second half of 1963. These non-sterling markets (other than Western Europe and North America) account for about 15 per cent of the United Kingdom's export trade.

Commodity pattern of exports

The whole of the increase in exports between December-February and March-May was in exports of manufactures which continued to grow. There were large increases in exports of the main classes of semi-manufactures, chemicals, metals and textiles, with higher shipments of man-made fibre yarns to many countries and a substantial increase in exports of wool cloth to Japan. Among engineering goods exports of machinery, other than electric, and instruments were higher in the last three months than in the previous three. Exports of electric machinery and cars, however, were unchanged. Exports of clothing and footwear, also, have been flat this year after rising strongly in 1963.

Exports of non-manufactured goods were a little lower in the last three months with a substantial reduction in exports of oil. These have declined 29 per cent since the peak in the second quarter last year. Exports of sugar, cattle and some basic materials increased, however.

Commodity pattern of imports

Imports of food have fallen since the turn of the year. In the last three months they were £6 million a month less (4 per cent) than in the previous three months. There was a substantial reduction in the value of sugar imported whilst imports of cereals and fruit and vegetables, both of which had been temporarily high at the turn of the year, were also lower. There was a modest increase in the value of meat imports although the quantity was less. Imports of tobacco declined by £2 million a month (20 per cent).

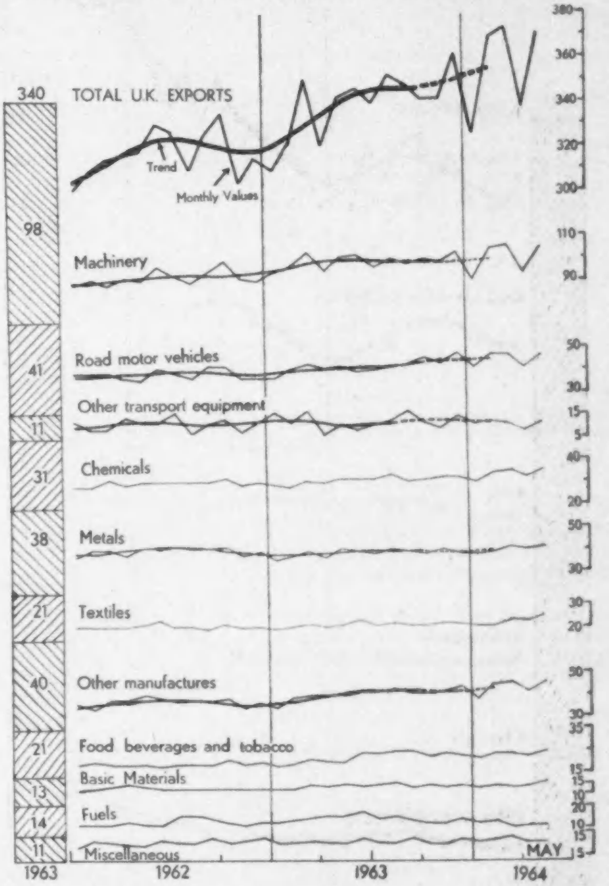
Imports of industrial materials continue to grow though at a slower rate than during 1963. In the last three months they were £3 million a month more (2 per cent) than in the previous three months. Between the first quarter of 1963 and 1964 they increased by £39 million a month. Imports of semi-manufactures continued to grow rapidly. In the last three months they were £8 million a month more (9 per cent) than in the previous three with substantial increases in imports of chemicals, non-ferrous metals and textiles. Imports of iron and steel were a little more than in the previous three months and at a much higher level than in the corresponding months of 1963. Imports of basic materials reached a peak at the turn of the year and have since fallen. In the last three months they were £5 million a month less (5 per cent) than in the previous three months. There were marked reductions in imports of wool, oilseeds and animal and vegetable oils and fats. There was a further increase, however, in imports of timber; these imports have expanded continuously since the first quarter of last year.

There was a further small increase in imports of fuels. In the last three months these were at the same high rate as in the second quarter of 1963.

Imports of finished manufactures increased sharply at the end of last year and there has been a further substantial rise in recent months. In March to May they were £6 million a month more (9 per cent) than in December-February. Half the increase was in imports of machinery which have expanded strongly with the upswing in domestic investment in the second half of 1963. There was a further increase in imports of cars and motor cycles after the sharp rise at the turn of the year. Imports of other consumer goods

United Kingdom exports: commodity classes

Seasonally adjusted £ million f.o.b. monthly averages or calendar months



	1963				1964	1963-4	1964			
	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	Dec.-Feb.	Mar.-May	Mar.	April	May
Food, beverages and tobacco	18	21	24	22	22	22	23	23	22	24
Basic materials	13	14	14	14	13	14	14	13	14	16
Fuels	13	15	14	13	12	13	11	10	11	11
Manufactures	272	276	285	290	293	289	299	310	279	308
Machinery and transpt. eqpmt	150	146	151	156	157	156	157	166	143	161
Machinery	97	98	97	100	100	99	101	105	93	104
Road motor vehicles	39	40	41	45	45	45	45	47	41	46
Other transport equipment	13	9	13	11	11	12	10	11	8	11
Chemicals	29	31	31	32	33	32	34	35	32	35
Metals and misc. metal mfrs.	37	38	39	39	40	39	41	41	40	41
Textiles	20	21	22	22	22	21	23	23	23	25
Other manufactures	37	40	41	41	42	42	44	45	41	45
Miscellaneous	11	11	11	11	12	12	12	13	11	11
Total	327	335	346	348	356	352	360	373	337	370

continued to increase, although within this group imports of clothing and footwear have been declining this year after growing rapidly during 1963.

Sources of imports

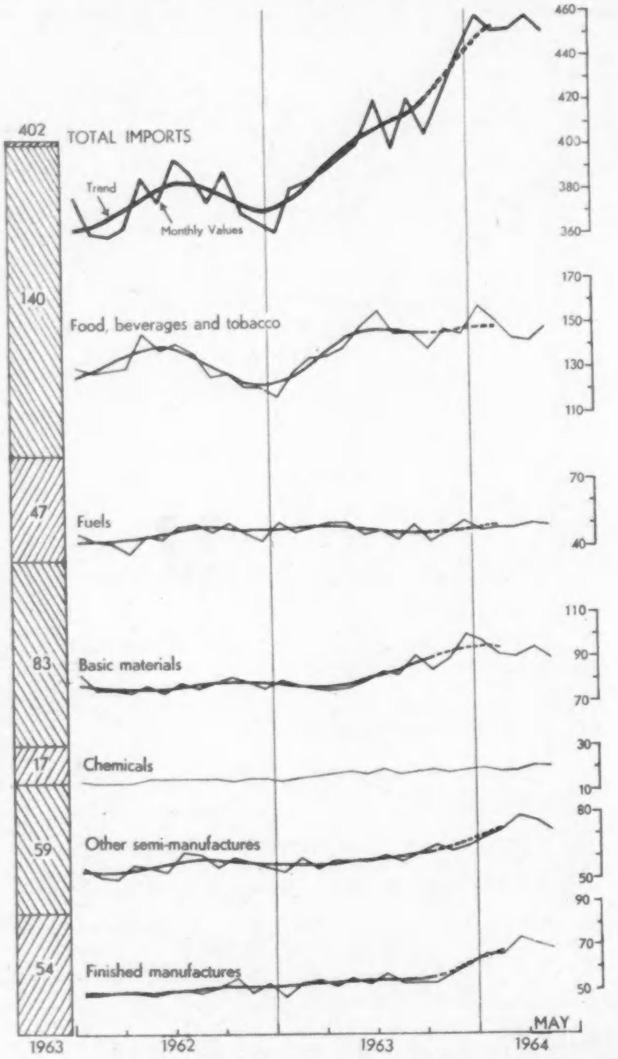
The increase in imports in the last three months came from North America and Western Europe. Imports from the United States have been rising since early last year. From Canada there has been **a substantial increase in the first five months of 1964. Imports from Western Europe continue to grow with substantial increases in the last few months from both the Common Market and EFTA. Imports from the sterling area were at a peak in the third quarter of last year. They fell in the fourth quarter but there has been little change since. In the last three months there were reductions in imports from Latin America, from the Soviet Union and Eastern Europe and from the rest of the world.**

NOTES:

Seasonally adjusted figures for periods previous to those shown in the tables below the charts can be supplied. Application should

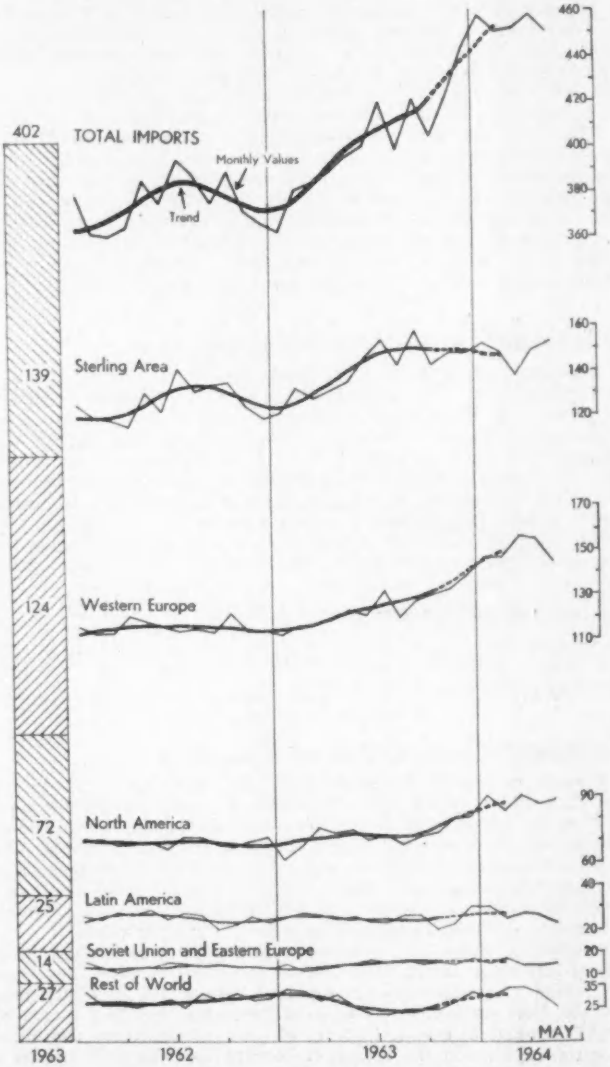
(Continued at foot of next page)

Imports: commodity classes
Seasonally adjusted £ million c.i.f. monthly averages or calendar months



	1963				1964	1963-4	1964			
	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	Dec.-Feb.	Mar.-May	Mar.	April	May
Food, beverages and tobacco .	126	141	148	143	150	151	144	143	142	148
Fuels . . .	48	49	46	46	48	49	49	48	50	49
Basic materials .	77	76	85	91	93	96	91	90	94	89
Chemicals . .	15	17	18	19	20	19	20	19	21	21
Other semi-manufactures .	55	58	60	64	73	69	76	78	76	72
Finished manufactures . .	52	54	55	57	68	65	71	73	71	69
Miscellaneous .	1	2	2	2	1	2	1	1	1	2
Total . . .	375	395	412	422	453	450	453	451	457	450

Imports: areas
Seasonally adjusted £ million c.i.f. monthly averages or calendar months



	1963				1964	1963-4	1964			
	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	Dec.-Feb.	Mar.-May	Mar.	April	May
Sterling Area .	126	137	150	145	145	149	146	137	148	152
Western Europe .	114	121	126	133	149	143	151	155	154	144
North America .	68	72	71	78	87	84	88	89	86	88
Latin America .	26	24	25	24	27	28	25	27	26	23
Soviet Union and Eastern Europe	12	15	15	15	16	16	15	14	14	15
Rest of World .	31	26	24	28	33	31	30	34	31	25
Total . . .	375	395	412	422	453	450	453	451	457	450

Orders in the textile and clothing industries

THE volume of orders on hand at the end of April 1964 in the textile and clothing industries considered as a group was 1 per cent more than at the end of March. Compared with a year earlier deliveries in April were 12 per cent more and the rate of receipt of net new orders 16 per cent more. The comparison is affected by the varying incidence of Easter which last year fell in April; in the months March and April taken together deliveries were 3 per cent more, and the rate of receipt of net new orders 5 per cent more than in the same month last year.

Sharp month to month changes in the rate at which orders are received should not by themselves be taken to imply similar sharp changes in production; they may, for example, lead to changes in the length of order books or the level of stocks.

Textile and clothing industries (a)
Index numbers of the volume of total orders and deliveries (b)

	Orders-on-hand (end of period)	Net new orders (c)	Deliveries (*c*)
	April 1959 = 100	Average 1959 Deliveries = 100	Average 1959 deliveries = 100
1960	136	103	103
1961	104	91	99
1962	100	92	93
1963*	118	100	95
1963 1st quarter	100	96	94
2nd quarter	105	96	93
3rd quarter*	101	89	92
4th quarter*	118	119	102
1964 1st quarter*	121	102	99
1963 February	100	98	96
March	100	103	102
April	101	91	90
1964 February*	121	113	106
March*	121	98	97
April*	123	106	100

(a) Wool, hosiery (and other knitted goods), made-up clothing and the spinning, weaving and merchant converting section of the cotton and man-made fibre industries.
(b) At constant (average 1958) prices.
(c) These indices have been adjusted to allow for differences in the length of calendar months but not for holidays or for any other seasonal variations.
* Provisional.

UNITED KINGDOM TRADE IN MAY—continued

be made to: The Statistics Division (seasonal adjustment), Board of Trade, Room D53, Hillgate House, 35 Old Bailey, London, E.C.4.

Detailed particulars of United Kingdom imports, exports and re-exports were published on June 25* and further analysis of the figures will be found in the form of tables in the Monthly Report on Overseas Trade for July† due to be published on or about July 26.

Trade balance

The figures for the trade balance are on the same basis as the quarterly estimates of the visible balance that appear in the full balance of payments accounts. These figures are estimates and liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together. This series is intended as a substitute for the crude 'trade gap' which, being the difference between imports (c.i.f.) and exports plus re-exports (both f.o.b.) is misleading in that the import valuation includes insurance and freight, which, in so far as they are paid abroad, are included in the invisibles account in the balance of payments. There are also smaller adjustments, for example, in allowance for goods not covered by the Trade Accounts and for the valuation of sugar in the accounts at the world price rather than, for much of the sugar imported, at the Commonwealth Agreement price.

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* Accounts relating to the Trade and Navigation of the United Kingdom, May 1964. H.M. Stationery Office. Price 30s., by post 31s.

† Report on Overseas Trade published by H.M. Stationery Office. Price 3s. 6d., by post 3s. 10d. Annual subscription £2 6s.

Output in the wool textile industry

THE volume of production in the wool textile industry in April was 10 per cent more than in the corresponding month last year. The comparison is affected, however, by the changing incidence of Easter which fell in April last year; if March and April are taken together, the volume of production was 1 per cent more than a year ago.

Figures issued by the Wool Industry Bureau of Statistics show that, if allowance is made for the length of the working month, production of tops was 9 per cent less and deliveries of woven fabrics (excluding blankets) were 5 per cent more than in April 1963. Deliveries of worsted yarn, remained at about the same level.

	Con-sumption	Production			Deliveries		
	Raw wool (clean weight)	Tops (*a*)	Woollen yarn (*b*)	Worsted yarn	Woven fabrics (excluding blankets) (c)		Blankets (*b*)
					Woollen	Worsted	
Quarterly average	Million lb.				Million sq. yds.		
1958	111·1	74·2	72·0	51·6	48·7	38·5	7·1
1959	127·3	87·1	78·3	58·0	51·6	39·7	7·7
1960	120·3	79·8	75·8	61·2	49·4	42·4	7·8
1961	118·0	80·0	70·3	61·6	45·8	42·4	8·4
1962	112·1	73·7	72·5	57·3	43·9	38·1	8·2
1963	114·5	76·0	78·3	59·9	44·2	37·2	8·8
1963 1st quarter	121·6	80·9	80·0	60·9	40·5	39·8	9·1
2nd quarter	118·7	79·5	79·0	58·9	42·2	35·5	7·1
3rd quarter	102·8	68·8	71·0	55·8	46·5	34·3	8·5
4th quarter	114·9	74·7	83·0	64·2	47·6	39·1	10·3
1964 1st quarter	117·9	77·9	84·0	61·9	41·9	39·1	8·4
1963 Feb.	37·9	25·2	..	19·4	12·5	12·9	2·9
Mar.	40·9	27·2	..	20·2	12·6	13·0	2·7
April	38·6	26·0	..	18·8	12·1	11·2	2·6
1964 Feb.	38·5	25·4	..	19·7	13·6	12·8	2·6
Mar.	37·2	24·7	..	19·7	12·7	12·5	2·2
April	39·8	25·9	..	20·7	14·2	12·8	2·1

(*a*) Including hair. (*b*) Estimated. (*c*) Woven, woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components.

Production in the cotton industry

THE volume of production in the cotton industry in April was 16 per cent more than in April 1963. The comparison is clouded, however, by the changing date of Easter which last year fell in April—in March and April taken together the volume of production was 6 per cent more than a year ago.

Statistics issued by the Cotton Board show that in the four months January-April output of single yarn was 6 per cent more and the yardage of cloth woven 4 per cent more than in the same period last year. The amount of yarn doubled was 7 per cent more.

(All figures are weekly averages)

	Single-yarn (*a*)		Double-yarn		Woven cloth	
	Cotton yarn (*b*)	Spun man-made fibre yarns and mixture yarn, inc. waste	Cotton yarn	Other	Cotton	Man-made fibre and mixtures
	Million lb.				Million lin. yds.	
1958†	11·91	2·86	3·07	1·32	27·0	11·3
1959	11·66	2·92	3·18	1·49	24·7	11·4
1960	11·46	2·98	3·30	1·66	24·9	11·9
1961	10·66	2·55	2·82	1·52	23·8	11·7
1962	9·46	2·30	2·50	1·64	20·1	10·9
1963	9·40	2·44	2·53	2·04	19·5	10·8
1963 January*	9·58	2·37	2·52	1·99	19·3	11·0
February	9·90	2·50	2·56	2·10	20·2	11·5
March	9·94	2·57	2·68	2·10	20·4	11·8
April	8·96	2·30	2·48	1·99	19·0	10·8
May*	10·21	2·63	2·76	2·31	20·9	11·4
June	8·31	2·20	2·31	1·77	19·7	10·7
July*	7·59	1·82	2·16	1·94	13·7	8·0
August	9·61	2·45	2·38	2·05	20·5	10·3
September	9·16	2·42	2·47	2·01	19·5	10·4
October*	10·22	2·75	2·74	2·22	21·2	11·5
November	10·31	2·85	2·81	2·26	21·7	11·8
December	9·00	2·50	2·42	1·70	18·7	10·3
1964 January*	9·94	2·74	2·65	2·21	20·1	11·5
February	10·22	2·89	2·73	2·30	21·1	12·1
March*	9·39	2·63	2·49	2·15	19·5	11·3
April	10·35	2·94	2·79	2·45	21·1	12·5

(*a*) Spun in the cotton industry. (*b*) Including yarns wholly of cotton and of cotton waste, cotton yarn spun on condenser system and mixture yarns of cotton and cotton waste.
* Average of five weeks. † 53-week period.

Commonwealth trade in 1963

COMMONWEALTH trade grew strongly in 1963. The value of exports rose to £10,733 million compared with £9,836 million in 1962 a faster rate of growth than at any time in the past decade. The recovery in imports which had begun in 1961 continued through 1963 when with an accelerating rate of growth, imports reached a record value of £11,864 million.

The overseas Commonwealth countries benefited from the generally higher level of commodity prices in 1963 and they increased the value of their exports more than the United Kingdom. At the same time the United Kingdom's imports rose rather more strongly than those of the Commonwealth as a whole.

The decline in the absolute value of inter-Commonwealth trade which had occurred in 1961 and 1962 did not continue in 1963 when trade grew as rapidly as imports from non-Commonwealth sources but not as rapidly as exports to non-Commonwealth markets. The United Kingdom's share of imports by other members of the Commonwealth continued to fall.

Commonwealth exports

The total value of Commonwealth exports in 1963 was 9 per cent more than in 1962: exports from the United Kingdom rose by 7 per cent and those from the overseas Commonwealth by 10 per cent. Although trade with countries outside the Commonwealth continued to be the fastest growing element in Commonwealth exports, 1963 saw a marked improvement in Commonwealth countries' exports to each other. The value of this trade had fallen in the two previous years but in 1963 it rose by nearly 6 per cent to be only slightly below the high level reached in 1960. This was brought about mainly by a rise of about one-eighth, to £866 million, in the value of goods sold by the overseas Commonwealth countries to each other, and a rise of 6 per cent to £1,321 million, in the value of their exports to the United Kingdom. The United Kingdom's contribution to the improvement in inter-Commonwealth exports was much less. Her exports to other Commonwealth countries rose by 2 per cent to reach £1,234 million but this small increase did no more than recover a little of the ground lost earlier and there was a further fall in the proportion of the United Kingdom's total exports which are sent to Commonwealth countries. In 1963 these exports represented 29 per cent of the total compared with 31 per cent in 1962 and 41 per cent in 1954.

Commonwealth exports to non-Commonwealth countries increased by almost 11 per cent in 1963 and reached a new record level of £7,312 million. This trade now accounts for 68 per cent of all exports from the Commonwealth compared with 58 per cent in 1954. The United Kingdom's exports to non-Commonwealth countries increased by 10 per cent and those from the overseas Commonwealth countries by 11½ per cent. Commonwealth exports to the member countries of the European Economic Community continued to grow, particularly from the United Kingdom, and were almost 12 per cent more in value than in the previous year. The rise in United Kingdom exports to EEC countries had been unchecked since 1959 but exports from the overseas Commonwealth had lost ground in 1962; however a rise of nearly 9 per cent in 1963 more than compensated for the previous year's loss of trade and their exports to EEC countries rose to a new peak of £770 million. The EEC countries in 1963 took about one quarter of all exports from Northern Rhodesia, Southern Rhodesia and Nyasaland and about one third of all exports from Ghana and Nigeria.

Commonwealth exports to the United States increased by 4½ per cent, compared with 1962, with exports from the overseas Commonwealth rising rather more than those from the United Kingdom. Exports to the United States represented one fifth of all exports from the Commonwealth and, although Canada remained the largest individual supplier, the United States has in recent years become an increasingly important market for exports from a number of the other Commonwealth countries particularly Australia, New Zealand and Hong Kong. Although there was little change in the value of United Kingdom exports to the Soviet Union and Eastern Europe in 1963,

Table 1: Commonwealth imports

£ thousand million

	IMPORTS (a) (b) FROM								
	United Kingdom	Other Common-wealth Countries	TOTAL COMMON-WEALTH COUNTRIES	United States	EEC	EFTA excluding United Kingdom	Other non-Common-wealth Countries	TOTAL NON-COMMON-WEALTH COUNTRIES	WORLD
THE COMMONWEALTH (c)									
1955	1·26	2·27	3·53	1·92	0·90	0·49	2·03	5·33	8·86
1956	1·29	2·23	3·53	2·21	0·99	0·52	2·22	5·93	9·46
1957	1·36	2·21	3·58	2·37	1·05	0·55	2·49	6·46	10·04
1958	1·27	2·01	3·29	2·02	1·05	0·50	2·45	6·02	9·31
1959	1·27	2·16	3·42	2·21	1·15	0·52	2·54	6·42	9·84
1960	1·39	2·33	3·72	2·57	1·34	0·62	2·80	7·33	11·04
1961	1·37	2·19	3·56	2·49	1·36	0·63	2·84	7·33	10·89
1962	1·27	2·22	3·49	2·67	1·36	0·63	2·99	7·66	11·15
1963	1·28	2·44	3·71	2·83	1·45	0·69	3·17	8·15	11·86
UNITED KINGDOM (d)									
1955	—	1·54	1·54	0·42	0·48	0·37	1·05	2·32	3·86
1956	—	1·50	1·50	0·41	0·49	0·38	1·08	2·36	3·86
1957	—	1·48	1·48	0·48	0·49	0·40	1·20	2·57	4·04
1958	—	1·31	1·31	0·35	0·53	0·37	1·18	2·43	3·75
1959	—	1·42	1·42	0·37	0·56	0·39	1·25	2·57	3·98
1960	—	1·48	1·48	0·57	0·66	0·46	1·37	3·06	4·54
1961	—	1·38	1·38	0·48	0·68	0·46	1·39	3·01	4·40
1962	—	1·40	1·40	0·48	0·71	0·46	1·44	3·09	4·49
1963	—	1·55	1·55	0·50	0·77	0·51	1·50	3·28	4·82
OTHER COMMONWEALTH COUNTRIES (c)									
1955	1·26	0·74	2·00	1·50	0·41	0·12	0·97	3·00	5·00
1956	1·29	0·73	2·03	1·80	0·50	0·13	1·14	3·57	5·60
1957	1·36	0·74	2·10	1·89	0·56	0·15	1·29	3·89	6·00
1958	1·27	0·70	1·97	1·67	0·51	0·13	1·27	3·59	5·56
1959	1·27	0·74	2·01	1·84	0·59	0·13	1·29	3·85	5·86
1960	1·39	0·84	2·24	2·00	0·68	0·16	1·43	4·27	6·50
1961	1·37	0·81	2·18	2·01	0·68	0·17	1·45	4·32	6·50
1962	1·27	0·82	2·09	2·19	0·65	0·17	1·55	4·57	6·66
1963	1·28	0·89	2·17	2·33	0·68	0·18	1·67	4·87	7·04

(a) Excludes the trade of the British Protected States in the Middle East except in so far as this is recorded in the imports and exports of other Commonwealth countries.

(b) National valuations. Most Commonwealth countries record their imports at c.i.f. valuations; the major exceptions are Canada, Australia, Southern Rhodesia, Northern Rhodesia and Nyasaland whose imports are recorded at f.o.b. valuations.

(c) Excludes the Republic of South Africa and also South West Africa. The Southern Africa Territories of Basutoland, Bechuanaland and Swaziland, whose trade figures are included with those of the Republic of South Africa and whose trade was of the order of £12 million in 1962, are also excluded.

(d) Values from January 1, 1961 include revised estimated average values for parcel post; 1960 figures have been re-calculated on this basis. Cinematograph film is excluded in 1959.

compared with 1962, total Commonwealth exports to these markets increased by more than one quarter. This resulted from exports by the overseas Commonwealth countries which, after doubling in value between 1958 and 1962, increased by nearly half as much again between 1962 and 1963. Most of the increase came from sales of wheat by Canada but there were also significantly greater exports by India, Pakistan, Singapore and Australia. The overseas Commonwealth countries were also mainly responsible for the increase of more than one third in the value of Commonwealth exports to China, compared with 1962. The United Kingdom's exports recovered from the very low 1962 level but the real expansion in Commonwealth exports to this market resulted from the much greater value of Australian wheat sales. However, although Australia and Canada accounted for nearly three quarters of total Commonwealth exports to China, the market is also important for some of the other countries and in 1963 Uganda sold some 8 per cent of her total exports to China, Ceylon sold 6 per cent and Tanganyika 5 per cent.

Commonwealth imports

Total imports by the Commonwealth were 6½ per cent more in 1963 than in 1962 and much of the expansion occurred in imports from other Commonwealth countries. The value of these imports recovered strongly from the low levels of 1961 and 1962 and reflected the strong growth in exports within the Commonwealth mentioned earlier. The recorded value of this trade (£3,715 million) was almost as great as in the peak year of 1960. Overseas Commonwealth countries' imports from the United Kingdom were, however, only marginally higher than in 1962 and, expressed as a percentage of total imports, this trade fell to 18 per cent, compared with 19 per cent in 1962 and 26 per cent in 1954. Imports from non-Commonwealth countries continued the almost uninterrupted expansion of recent years and were 6½ per cent more than in 1962 (the same increase as in total imports) with imports by the overseas Commonwealth rising rather more quickly than those by the United Kingdom. Imports from the EEC increased by 6½ per cent and this growth occurred mainly in imports by the United Kingdom which were nearly 9 per cent more than in 1962. The overseas Commonwealth's imports from EEC countries increased by 4 per cent but failed to make up the whole of the reduction in this trade which had taken place in 1962 and the EEC share of total overseas Commonwealth imports fell for the second year in succession. The United States is almost as important to the Commonwealth as a supplier as she is as a market for exports and in 1963 imports from the United States represented 24 per cent of total Commonwealth imports and amounted to £2,832 million. This was an increase of 6 per cent compared with 1962 including a rise of nearly 5 per cent in the value of the United Kingdom's imports from United States. The proportion of Canada's total imports which came from the United States was slightly lower than in 1962, although the actual value continued to rise, but the United States increased her share of Pakistan's imports from 38 per cent to 44 per cent and a number of other countries, particularly India, Nigeria and Australia increased their imports from the United States substantially.

The Commonwealth's imports from the Soviet Union and Eastern Europe have been growing steadily but remain small in relation to total imports. This trade, which increased in value by some 9 per cent in 1963 to reach £311 million, is dominated by the United Kingdom and India which between them accounted for four fifths of all Commonwealth imports from the Soviet Union and Eastern Europe in 1963; there were, however, significant imports by Ghana which took nearly 9 per cent of her total imports from this source. The overseas Commonwealth took nine tenths of the Commonwealth's imports from China in 1963 which were worth £174 million and, while the United Kingdom's imports were lower than in any year since 1957, other Commonwealth countries increased their imports from China by nearly one third, mainly because of the continuing growth in the value of Hong Kong's purchases.

The overseas Commonwealth countries also account for the bulk of the Commonwealth's imports from Japan, which totalled £472 million in 1963, an increase of 9 per cent compared with 1962. The United Kingdom's imports from Japan were slightly lower than the high level in 1962 but imports by almost all the other Commonwealth countries continued to rise and there were especially large increases in imports by Hong Kong, Australia and New Zealand.

Commodity exports from the overseas Commonwealth countries

There was a considerable improvement in the overseas Commonwealth's earnings from exports of foodstuffs and industrial materials in 1963 compared with a year earlier. This arose partly from an increase in the world demand for their exports and partly from an increase in the average unit values of many of the commodities. The largest absolute increase in earnings came from exports of wheat which at £377 million were worth £89 million more than in 1962; most of this increase arose from Canadian exports which were £60 million more. Among other food items the value of exports of raw sugar increased by more than half compared with 1962 to reach a record value of £162 million; this improvement arose partly from increased demand but mainly from much higher prices for sugar sold outside the Commonwealth Sugar Agree-

Table 2: Commonwealth exports

£ thousand million

	EXPORTS (a) (b) TO								
	United Kingdom	Other Common-wealth Countries	TOTAL COMMON-WEALTH COUNTRIES	United States	EEC	EFTA excluding United Kingdom	Other non-Common-wealth Countries	TOTAL NON-COMMON-WEALTH COUNTRIES	WORLD
THE COMMONWEALTH (c)									
1955	1·32	1·87	3·19	1·47	1·00	0·39	1·62	4·48	7·67
1956	1·34	1·96	3·30	1·61	1·11	0·43	1·82	4·98	8·28
1957	1·25	2·00	3·26	1·71	1·19	0·45	2·02	5·36	8·61
1958	1·20	1·91	3·11	1·68	1·06	0·42	1·86	5·02	8·13
1959	1·29	1·95	3·24	1·97	1·16	0·46	1·97	5·56	8·81
1960	1·34	2·14	3·48	1·86	1·28	0·51	2·15	5·80	9·28
1961	1·27	2·07	3·34	1·90	1·39	0·56	2·44	6·28	9·63
1962	1·24	1·99	3·23	2·12	1·49	0·58	2·41	6·61	9·84
1963	1·32	2·10	3·42	2·21	1·66	0·64	2·79	7·31	10·73
UNITED KINGDOM (d)									
1955	—	1·22	1·22	0·20	0·42	0·31	0·85	1·78	2·99
1956	—	1·28	1·28	0·26	0·48	0·34	0·93	2·01	3·29
1957	—	1·31	1·31	0·26	0·51	0·35	1·00	2·11	3·42
1958	—	1·25	1·25	0·29	0·46	0·33	0·98	2·06	3·32
1959	—	1·26	1·26	0·38	0·51	0·36	0·95	2·20	3·46
1960	—	1·35	1·35	0·34	0·57	0·40	1·04	2·35	3·70
1961	—	1·31	1·31	0·30	0·67	0·45	1·12	2·53	3·84
1962	—	1·21	1·21	0·35	0·78	0·48	1·13	2·74	3·95
1963	—	1·23	1·23	0·36	0·89	0·52	1·23	3·00	4·23
OTHER COMMONWEALTH COUNTRIES (c)									
1955	1·32	0·66	1·97	1·27	0·58	0·08	0·77	2·70	4·67
1956	1·34	0·68	2·02	1·36	0·64	0·09	0·89	2·98	5·00
1957	1·25	0·69	1·95	1·45	0·68	0·09	1·02	3·24	5·19
1958	1·20	0·66	1·85	1·39	0·59	0·09	0·88	2·96	4·81
1959	1·29	0·69	1·98	1·59	0·65	0·10	1·02	3·36	5·35
1960	1·34	0·79	2·13	1·52	0·71	0·11	1·11	3·46	5·99
1961	1·27	0·76	2·04	1·60	0·73	0·11	1·31	3·75	5·79
1962	1·24	0·77	2·02	1·77	0·71	0·11	1·28	3·87	5·89
1963	1·32	0·87	2·19	1·85	0·77	0·12	1·56	4·31	6·50

(a) See footnote (a) to Table 1. (b) Exports include re-exports. (c) See footnote (c) to Table 1. (d) See footnote (d) to Table 1.

ment quotas. Exports of meat and dairy products, in which Australia and New Zealand have the main interest, each increased in value by about one tenth and the value of coffee exports rose substantially to a record level of more than £54 million. The value of fruit and tea exports increased by 4 per cent and 3 per cent respectively but cocoa earnings suffered from a reduction in the quantity exported and there was only a small increase in the value of these exports; earnings from cocoa exports have changed very little since 1960. With the exception of exports of raw jute, the value of which fell for the second year in succession, earnings from exports of the overseas Commonwealth's principal textile commodities rose substantially compared with 1962. The value of raw wool exports increased by £62 million, in spite of only a marginal rise in the quantity supplied, to reach a record value of more than £450 million. Pakistan and the Commonwealth countries in East Africa benefited most from an increase of nearly two thirds in the amount of raw cotton exported and earnings from these exports went up by more than half. In contrast to the fall in exports of raw jute, the value of jute goods exported maintained the steady growth of recent years and at £142 million was 5 per cent more than a year earlier. Exports of cotton piece-goods recovered from the fall in 1962 but did not improve on the 1961 level. Overseas Commonwealth exports of natural rubber have been falling in the last three years from the peak level recorded in 1960 and in 1963 the value of these exports was 4 per cent less than a year earlier almost entirely because of a reduction in average unit values. Earnings from lead, tin and copper were all higher than in 1962; in the case of lead, a marked improvement in price more than compensated for a reduction of more than one tenth in the tonnage exported and earnings increased by 15 per cent.

Table 3: Exports of principal commodities from Commonwealth countries other than the United Kingdom

£ million

	Wheat	Raw sugar (*a*)	Raw cocoa	Raw coffee	Tea	Meat and meat preparations	Dairy products (*b*)	Fruit	Raw wool	Raw cotton (*c*)	Raw jute	Jute goods
1958	184·5	87·6	96·2	46·9	197·5	161·9	86·4	75·0	324·1	65·0	63·0	86·0
1959	203·8	85·0	113·6	43·0	183·7	180·4	139·5	68·8	374·6	50·0	53·4	99·0
1960	204·0	89·1	107·4	42·9	184·5	165·4	115·8	70·0	384·8	54·7	60·7	117·9
1961	343·8	98·2	108·0	41·0	188·2	166·0	106·1	69·1	396·1	54·9	67·1	130·6
1962	288·2	104·4	107·4	46·1	192·3	183·9	106·2	79·3	395·2	47·0	58·4	135·4
1963 (*d*)	377·1	162·3	107·8	54·3	197·4	202·5	118·6	82·7	456·8	71·5	56·8	142·4

	Cotton piece-goods	Lead (*e*)	Tin	Copper	Natural rubber (*f*)	Hides and skins (*g*)	Timber	Iron ore	Tobacco and manufactures	Vegetable oils	Oilseeds and nuts
1958	49·9	31·3	36·8	125·3	248·4	58·7	160·9	59·0	48·5	46·1	88·8
1959	62·7	29·2	39·1	180·9	354·6	83·7	180·2	84·2	55·2	55·5	102·4
1960	71·8	28·0	65·2	214·5	366·3	81·8	198·9	90·7	60·0	49·3	96·9
1961	70·3	26·7	74·0	193·2	288·5	79·6	179·0	87·0	65·6	49·4	101·4
1962	62·5	29·4	75·6	189·6	278·7	80·9	185·0	123·0	72·5	47·3	97·8
1963 (*d*)	70·2	33·7	84·1	199·8	266·7	96·1	206·2	143·5	79·3	54·4	106·1

(*a*) Excluding Sugar Preference Certificates. (*b*) Milk, cream, butter, cheese and eggs. (*c*) Including linters. (*d*) Partly estimated. (*e*) Including values of other metals found with lead in complex concentrates. (*f*) Excludes gutta-percha and jelutong. Total exports of rubber from the Overseas Commonwealth countries include re-exports from Malaya which are not separately available. Malayan imports of rubber (mainly from Indonesia) were valued at £49·6 million in 1963. (*g*) Including hides and skins exported from India in the rough tanned condition. Excluding fur skins.

Table 4. Exports of some major commodities from the overseas Commonwealth countries

	1963		Percentage change in 1963 compared with a year earlier	
	Quantity	Value £ million	Quantity	Value
Raw wool ('000 lb.)	2,048,722	456·8	+ ·3	+15·6
Raw cotton ('000 lb.)	806,422	71·5	+62·1	+15·6
Raw Jute (tons)	744,920	56·8	+ 1·2	— 2·7
Wheat (tons)	16,418,722	377·1	+37·1	+30·8
Raw sugar (tons)	3,434,236	162·3	+16·4	+55·5
Lead (tons)	482,467	33·7	—10·9	+14·6
Tin (tons)	97,405	84·1	+14·0	+11·2
Copper (tons)	951,087	199·8	+ 4·1	+ 5·4
Raw cocoa (tons)	613,788	107·8	— 5·6	+ ·4
Raw coffee (lb. '000)	555,194	54·3	+11·6	+17·8
Tea (lb. '000)	1,027,931	197·4	+ 2·2	+ 2·7
Natural Rubber (tons)	1,404,291	266·7	— ·2	— 4·3
Cotton piece goods (yds. '000)	1,076,759	70·2	+11·0	+12·3
Jute goods (tons)	1,165,730	142·4	+ 2·9	+ 5·2
Meat and meat preps. ('000 tons)	997	202·5	+ 5·5	+10·1
Dairy products	—	118·6	—	+11·7
Hides and skins	—	96·1	—	+18·8
Timber	—	206·2	—	+11·5
Iron ore	—	143·5	—	+16·7
Fruit	—	82·7	—	+ 4·3
Tobacco	—	79·3	—	+ 9·4
Veg. oils	—	54·4	—	+15·0
Oilseeds and nuts	—	106·1	—	+ 8·5

Index of retail prices for May

The Ministry of Labour announces that at May 12, 1964 the official index figure which measures changes in the average level of retail prices compared with the level at January 16, 1962 (taken as 100), was 107.0, compared with 106.1 at April 14. The rise in the index during the month was due mainly to increases in the average prices of alcoholic drink, cigarettes and tobacco, which were partly offset by reductions in the average prices of household coal and coke and eggs.

Patents endorsed 'Licences of Right'

Under Section 35 of the Patents Act 1949 the undermentioned Patents were endorsed 'Licences of Right' on the dates specified.

NUMBER	GRANTEES	SUBJECT-MATTER
	June 1, 1964	
731,365	Sylvania Electric Products Inc.	Electroluminescent lamps.
789,005	Brennan, J. B. Patent of Addition to No. 680,983.	Electrolytic devices.
789,488	Brennan, J. B. Patent of Addition to No. 697,876.	Electrolytic condensers.
809,540	Morle, C. W. & Hodding, H. S.	Casting.
810,294	Morle, C. W. & Hodding, H. S.	Upward flow casting.
840,885	Manufactures De Produits Chimiques Du Nord Etablissements Kuhlmann.	Flow regulation.
844,280	Manufactures De Produits Chimiques Du Nord Etablissements Kuhlmann.	Castor oil conversion products.
859,999	Mefina, S. A.	Sewing machines.
886,203	Morle, C. W. & Hodding, H. S.	Casting of metals.
892,065	Hammond, C. W.	Speed governors.
	June 3, 1964	
697,876	Brennan, J. B.	Electrolytic devices.
843,064	United States Steel Corporation.	Vacuum casting apparatus.
847,884	Gevaert Photo Producten N.V.	Light-sensitive antistatic film.
860,083	Moeller, W.	Administration of gases and fluids intravascularly.
872,464	United States Steel Corporation.	Measuring thickness of coating on a base material.
885,576	Chemische Werke Witten	Production of ammonium salts of organic carboxylic acids.
886,342	United States Steel Corporation.	Refractory body.

Any person who claims that the patentees at the time of endorsement of any of the above patents was precluded by a contract in which the claimant is interested from granting licences under the patents may apply for cancellation of endorsement on Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT
Comptroller General

The Patent Office.

Insurance companies' assets in 1963

An important contribution to the wide range of financial statistics which has become available in recent years is the information about their financial assets which the insurance companies provide to the Board of Trade through the British Insurance Association. In addition to the statistics of their purchases and sales of assets which are published each quarter, and which are summarized for 1963 (with comparable figures for 1962) in table 1 of this article, the insurance companies also provide statistics of their holdings of assets at the end of each year; these statistics for 1963, and for the two previous years, are shown in table 2.

Insurance companies' net increase in investments – the cost of assets they acquired less proceeds from assets they realized – in 1963 amounted to £573 million while their short-term assets – cash, bills, agents' balances, etc. – rose by £44 million (this figure is a little imprecise since it includes reinsurance balances, balances held overseas, etc., which are, to some extent, estimated.) Thus insurance companies added just under £620 million to their assets in 1963, £586 million in respect of life funds and £31 million in respect of general funds. These increases compare with increases in 1962 of £506 million in assets of life funds and of £55 million in general funds.

Life funds invest heavily in company securities in 1963

Table 3 shows that there was a marked change between 1962 and 1963 in the pattern of investment of life funds. The companies invested exceptionally heavily in Government securities in 1962, which was the only post-war year to show an increase in the proportion of total investments (at book values) accounted for by public sector securities. Last year, however, when life funds' net investment was 16 per cent higher than in 1962, their net investment during the year in public sector securities fell by £13 million to £136 million; this represented 23 per cent of their total net investment (against 29 per cent in 1962). Moreover, while in 1962 the companies were switching out of short and medium-dated Government stocks into those with over 15 years to maturity, investment in 1963 was spread more evenly over stocks of different maturities.

The reappraisal during 1963 of the prospects for gilt edged securities did not however extend to debentures, which attracted £145 million from the life funds in 1963, against £97 million in 1962 (25 per cent and 19 per cent respectively of net investment during the year). While no firm figures are available, it is thought that perhaps 15 to 20 per cent of life funds' holdings of company debentures, etc., are not quoted on stock exchanges. If their net purchases of fixed interest stocks in 1963 followed this pattern, their acquisition of quoted debentures, etc., amounted to perhaps £110-£120 million in 1963.

The other main category of investment, ordinary shares, also attracted a larger proportion of life funds' new money in 1963 than in 1962 – £119 million (or 20 per cent of total net investment) against £75 million (15 per cent); as with debentures the bulk of this investment is probably in quoted stocks. In 1963, new capital issues, less redemptions, by United Kingdom quoted companies amounted to £430 million. New investment in company securities

Table 1. **Transactions in assets of insurance companies, 1962 and 1963**

£ million

ASSETS	LIFE FUNDS				GENERAL FUNDS				COMBINED FUNDS			
	Net Investment 1962	1963			Net Investment 1962	1963			Net Investment 1962	1963		
		Assets Acquired	Assets Realised	Net Investment		Assets Acquired	Assets Realised	Net Investment		Assets Acquired	Assets Realised	Net Investment
							Cash values					
Public sector securities:												
British government and government guaranteed securities:												
Period to maturity:												
Up to 5 years	— 2	72	50	+ 22	— 3	6	10	— 4	— 5	78	60	+ 18
Over 5 and up to 10 years	— 80	61	84	— 23	— 5	16	25	— 9	— 85	77	109	— 32
Over 10 and up to 15 years	— 39	76	55	+ 22	— 1	15	12	+ 3	— 41	92	67	+ 25
Over 15 years	+243	361	295	+ 66	+ 23	24	26	— 2	+266	385	321	+ 64
Undated	+ 14	83	59	+ 23	— 1	3	4	— 1	+ 13	86	64	+ 22
Local authorities, etc., securities	+ 13	55	30	+ 25	+ 8	8	5	+ 3	+ 21	64	35	+ 28
Total of public sector securities	+149	709	573	+136	+ 21	72	82	— 10	+170	782	656	+126
Other investments:												
Company securities:												
Ordinary shares	+ 75	218	99	+119	+ 11	26	26	—	+ 86	243	124	+119
Preference shares	+ 8	32	10	+ 22	+ 1	3	2	+ 1	+ 9	34	12	+ 23
Debentures, etc.	+ 97	190	44	+145	+ 2	8	7	+ 1	+ 99	198	51	+146
Mortgages and loans:												
Home – House purchase loans	+ 58	101	69	+ 32	+ 2	6	4	+ 2	+ 60	107	73	+ 34
Other mortgages and loans	+ 48	101	43	+ 59	—	3	4	— 1	+ 47	104	46	+ 58
Overseas	+ 2	3	1	+ 1	+ 1	1	—	—	+ 2	3	2	+ 1
Overseas government, etc., securities	— 4	16	13	+ 2	— 2	14	11	+ 3	— 6	30	25	+ 5
Land, property and ground-rents	+ 50	68	8	+ 60	+ 1	4	2	+ 2	+ 51	72	10	+ 62
Other investments	+ 2	2	3	— 1	—	1	1	—	+ 2	3	4	— 1
Total of other investments	+336	730	289	+440	+ 16	65	58	+ 7	+353	794	347	+447
Total of investments	+484	1,439	863	+576	+ 38	137	140	— 3	+523	1,576	1,003	+573
Cash and short-term assets	+ 5			+ 4	— 13			+ 6	— 9			+ 12
Agents' balances, etc.	+ 17			+ 9	+ 30			+ 28	+ 47			+ 37
Total net investment	+506			+586	+ 55			+ 31	+561			+617

— = nil or less than £·05 million.

by life funds totalled £286 million, and although of course some of the investment will represent acquisitions of existing securities from other financial institutions, persons, etc., it is clear that the life funds must have absorbed a considerable proportion of the new issues coming to the market in 1963.

In the market for loans for house purchase, which was very active in 1963, life funds played a relatively small part. While building societies' net advances on mortgage amounted to £420 million, against £267 million in 1962, net investment in house purchase loans of the life funds fell from £58 million to £32 million. Comparison between statistics of mortgages granted by insurance companies and those granted by building societies must be made with caution, since the latter are repaid by instalments while those made by insurance companies are in general repaid at the end of a number of years when an endowment policy associated with the mortgage matures. The reduction in life funds' house mortgage business last year reflected both a fall in the amount of new money advanced and a rise in repayments of existing mortgages. The latter may reflect the maturing of mortgages granted in the early post-war years.

Life funds' holdings of assets

The statistics shown in table 2 of this article can give only a very broad picture of the distribution of insurance companies' assets because of the different bases of valuation. Public sector securities are at nominal values and are in general therefore above market values, while other securities are at book values; the book values of securities which are quoted on stock exchanges are likely to be below their market values. Changes in book values between the end of one year and the end of the next reflect other factors besides new investment in assets. For instance the chairman of one insurance company has stated that, because of the substantial amount by which market values of securities held by the company exceed their book values, £4½ million has been transferred from investment reserves to the life funds; as a result, the book values of ordinary stocks and shares has been written up by this amount, most of which will be used to increase reversionary bonuses to life policy holders.

A factor affecting changes between the end of one year and the end of the next in the statistics of holdings by maturity of public sector securities is the change during the year in the maturity classification of stocks; for instance 3 per cent British Transport Stock 1968-73, of which £136 million is outstanding, would have been classified as a 10-15 years stock in the 1962 return of holdings, but as a 5-10 years stock in the return at the end of 1963.

General funds

Table 1 shows that the main feature of general insurance funds in 1963 was a rise of £34 million in cash and other short-term assets, including agents' balances, etc. Apart from sharing to some extent the trend away from public sector securities shown by life funds, there was little by way of new investment in securities during the year. Table 2, which shows general funds' holdings of securities, shows that the book value of securities (other than public sector securities) rose by £39 million in 1963 while the nominal value of holdings of public sector securities fell by £9 million.

Transactions in the first quarter of 1964

Table 4 shows insurance companies' purchases and sales of assets in the first quarter of 1964. The net addition to assets (including cash, etc.) amounted to £174·5 million, 8 per cent higher than in the previous quarter, which was itself the highest of the four quarters of 1963. The pattern of investment was similar to that shown in October-December, with company debentures attracting 34 per cent of total new investment (31 per cent in the fourth quarter of 1963) and ordinary shares 23 per cent (24 per cent). Net investment in Government securities amounted to only £5 million, the new money together with some £9 million from switching going either into very short-term stocks or into undated stocks.

Notes and definitions

These statistics relate to holdings of and transactions in financial assets by United Kingdom insurance companies which are members of the British Insurance Association – that is those whose parent

Table 2. **Financial assets held by insurance companies.**

£ million

Assets	Life Funds			General Funds			Combined Funds		
	At December 31, 1961	At December 31, 1962	At December 31, 1963	At December 31, 1961	At December 31, 1962	At December 31, 1963	At December 31, 1961	At December 31, 1962	At December 31, 1963
					Nominal values				
Public sector securities:									
British government and government guaranteed securities:									
Period to maturity:									
Up to 5 years	8	10	38	26	21	22	33	31	60
Over 5 and up to 10 years	141	73	94	59	65	58	200	138	152
Over 10 and up to 15 years	243	199	188	35	39	40	279	237	228
Over 15 years	857	1,088	1,148	72	79	69	929	1,166	1,217
Undated	345	372	414	13	10	13	358	381	427
Local authorities, etc., securities:									
Period to maturity:									
Up to 5 years	39	35	36	12	11	10	51	46	46
Over 5 and up to 10 years	47	50	52	6	11	15	53	61	67
Over 10 and up to 15 years	55	69	82	4	9	8	58	77	90
Over 15 years and undated	167	166(1)	177(2)	9	7	8	176	173(1)	185(2)
Total of public sector securities	1,902	2,060	2,230	236	251	242	2,138	2,311	2,472
					Book Values				
Other investments:									
Company securities (3):									
Ordinary shares	1,302	1,399	1,538	160	173	194	1,462	1,572	1,732
Preference shares	331	339	357	31	33	37	362	371	395
Debentures, etc.	817	911	1,057	70	70	72	886	981	1,128
Mortgages and loans:									
Home—House purchase loans	634	685	719	28	31	30	662	715	749
Other mortages and loans	388	450	508	23	16	17	411	467	525
Overseas	13	14	16	8	7	7	21	21	23
Overseas government, etc., securities	82	77	76	24	35	38	106	112	115
Land, property and ground rents	619	670	729	56	61	66	675	730	795
Other investments	31	24	26	13	15	17	44	39	43
Total of other investments	4,216	4,569	5,025	413	440	479	4,629	5,009	5,504
Total investments	6,118	6,629	7,255	649	691	721	6,767	7,320	7,976
Cash and short-term assets	46	51	55	70	57	65	117	108	120
Agents' balances, etc.	89	106	115	127	157	185	216	263	300
Total assets	6,254	6,786	7,425	846	904	972	7,100	7,691	8,397

(1) Includes £12 million of undated securities.

(2) Includes £14 million of undated securities.

(3) The figures for combined life and general funds include £245 million at end 1962 (revised figure) and £269 million at end-1963 of securities of companies registered overseas. Of these amounts, £124 million (1962) and £137 million (1963) represented common stocks of United States companies; the balance consisted very largely of securities of companies registered in Canada and the overseas sterling area. Holdings of securities of companies registered in other countries, including Europe, totalled only £14 million at end-1962 and £19 million at end-1963.

figures differ in two important respects from those of holdings of company is registered and whose Head Office is in the United Kingdom; the Commonwealth companies which are members of the British Insurance Association are not included in the figures. In addition, the figures include the assets of collecting friendly societies. The returns include assets held in respect of money remitted by overseas branches and subsidiaries but they exclude direct investment by a United Kingdom company in its overseas branches or subsidiaries, as well as financial assets held by or on behalf of those branches, even if held in the United Kingdom.

Thus the figures of holdings of assets differ from other published insurance statistics. The British Insurance Association itself publishes each year total investments of its British members. These assets published in the present article. First, the annual statistics published by the British Insurance Association include assets of overseas subsidiaries of United Kingdom companies, and secondly public sector securities in the present statistics are at nominal values while in the Association's figures they are at book values.

Table 3. Pattern of investment of life insurance funds[1]

Asset	Percentage of Totals			
	Holdings of Assets		Net Investment in Assets	
	December 31, 1961	December 31, 1963	1962	1963
British government and government guaranteed securities	25	25	27	19
Local authorities, etc., securities	5	5	3	4
Company securities:				
Ordinary shares	21	21	15	20
Preference shares	5	5	2	4
Debentures, etc.	13	14	19	25
Mortgages and loans	17	17	21	16
Land, property and ground rents	10	10	10	10
Other investments (including overseas government, etc., securities)	2	1	—	—
Cash and short-term assets	1	1	1	1
Agents balances, etc.	1	1	3	2
Total	100	100	100	100
Value in £ million	6,254	7,425	506	589

(1) British government and government guaranteed securities and local authorities, etc., securities are at nominal values; other assets are at book values. Net investment in assets is at cash transaction values.

The figures differ from those published by the Board of Trade in the Annual Summaries of Statements of Insurance Business published under the Insurance Companies Act, 1958 in additional respects; the latter give assets divided between companies carrying on life business and other companies, compared with the breakdown between life assets and other assets in this article. The Annual Summaries also include companies which are not members of the British Insurance Association, but these are very small in relation to the total. Neither the Annual Summaries published under the 1958 Act, nor the British Insurance Association's figures include the collecting friendly societies.

Cash and short-term assets include cash in hand and with United Kingdom banks, United Kingdom treasury bills and local authority bills and temporary money, and other short-term assets held in the United Kingdom or overseas.

Holdings of public sector securities are at nominal values; holdings of other investments are at book values. Transactions in assets are at cash values. Net investment is the difference between payments made for assets acquired and payments received for assets realized.

Public authority securities include British Government and Government guaranteed securities and United Kingdom local authority securities (including Harbour Boards, Water Boards, etc.). Treasury bills and local authority bills are not included under this heading. Securities with optional redemption dates are classified by their final date. Conversions on maturity are omitted from the statistics of transactions in assets.

Figures given in the various tables in this article have been rounded and totals are not always exactly equal to the sums of their components.

Table 4. Transactions in assets of insurance companies

£ million

	Life Funds					General Funds					Combined Funds				
	Net Investment 1st Qtr. 1963	Net Investment 4th Qtr. 1963	1st quarter, 1964			Net Investment 1st Qtr. 1963	Net Investment 4th Qtr. 1963	1st quarter, 1964			Net Investment 1st Qtr. 1963	Net Investment 4th Qtr. 1963	1st quarter, 1964		
			Assets Acquired	Assets Realised	Net Investment			Assets Acquired	Assets Realised	Net Investment			Assets Acquired	Assets Realised	Net Investment
Public sector securities:															
British government and government guaranteed securities:															
Period to maturity:															
Up to 5 years	+10·8	— 1·5	29·3	23·0	+6·3	—1·4	+1·3	3·5	2·5	+1·0	+ 9·3	— 0·2	32·9	25·5	+7·3
Over 5 and up to 10 years	— 4·6	— 7·9	15·1	16·0	—1·0	+4·0	—6·7	5·0	7·8	—2·7	— 0·6	—14·6	20·1	23·8	—3·7
Over 10 and up to 15 years	— 6·0	+ 5·4	18·2	23·6	—5·4	+0·5	—0·2	4·6	2·0	+2·5	— 5·6	+ 5·3	22·8	25·7	—2·8
Over 15 years	+29·3	+ 2·3	53·6	55·4	—1·7	—6·5	+1·2	1·8	2·4	—0·6	+22·8	+ 3·5	55·5	57·8	—2·3
Undated	+ 5·4	+ 6·7	20·8	13·3	+7·4	—0·9	—0·3	—	0·2	—0·2	+ 4·5	+ 6·5	20·8	13·6	+7·2
Local authorities, etc., securities	+ 3·8	+ 7·2	10·4	9·2	+1·1	+1·6	1·4	1·9	1·0	+0·9	+ 5·4	+ 8·6	12·2	10·2	+2·0
Total of public sector securities	+38·6	+12·3	147·4	140·6	+6·8	—2·8	—3·2	16·8	15·9	+0·9	+35·8	+9·0	164·2	156·5	+7·7
Other investments:															
Company securities:															
Ordinary shares	+ 18·6	+ 39·1	61·9	21·4	+ 40·5	+1·1	—0·9	5·5	6·6	—1·0	+ 19·7	+ 38·2	67·5	27·9	+ 39·5
Preference shares	+ 3·0	+ 5·4	4·9	2·9	+ 2·0	+0·3	+0·5	0·7	0·3	+0·5	+ 3·3	+ 5·9	5·6	3·2	+ 2·4
Debentures, etc.	+ 32·0	+ 51·0	68·8	10·6	+ 58·2	+1·5	—0·5	2·6	1·5	+1·0	+ 33·4	+ 50·4	71·4	12·2	+ 59·2
Mortgages and loans:															
Home—House purchase loans	+ 8·6	+ 6·8	27·8	16·5	+ 11·3	+0·5	+0·3	2·0	0·8	+1·2	+ 9·1	+ 7·1	29·8	17·3	+ 12·4
Other mortgages and loans	+ 6·8	+ 18·4	29·7	8·9	+ 20·8	+0·1	—1·9	0·3	0·4	—0·1	+ 6·9	+ 16·5	30·1	9·4	+ 20·6
Overseas	+ 0·4	+ 0·5	0·4	0·2	+ 0·2	—	+0·1	0·2	0·1	+0·1	+ 0·4	+ 0·6	0·6	0·3	+ 0·3
Overseas government, etc., securities	+ 0·4	+ 1·4	7·1	5·4	+ 1·7	+1·0	—0·1	3·0	1·9	+1·1	+ 1·4	+ 1·3	10·1	7·3	+ 2·8
Land, property and ground rents	+ 15·6	+ 14·4	14·6	2·5	+ 12·1	+0·9	+0·1	1·0	0·6	+0·3	+ 16·5	+ 14·5	15·6	3·2	+ 12·4
Other investments	— 1·0	+ 0·1	0·1	0·2	— 0·1	—0·3	+0·1	0·9	0·5	+0·4	— 1·3	+ 0·2	1·0	0·7	+ 0·3
Total of other investments	+ 84·6	+137·1	215·3	68·7	+146·6	+5·1	—2·3	16·2	12·8	+3·5	+ 89·6	+134·8	231·6	81·5	+150·1
Total of investments	+123·2	+149·4	362·7	209·3	+153·4	+2·3	—5·5	33·0	28·7	+4·4	+125·5	+143·9	395·7	238·0	+157·8
			Balances					Balances					Balances		
			Dec. 31, 1963	Mar. 31, 1964				Dec. 31, 1963	Mar. 31, 1964				Dec. 31, 1963	Mar. 31, 1964	
Cash and other short-term assets:															
Cash in hand and with U.K. banks	— 6·9	+ 15·0	33·4	24·2	— 9·1	—10·5	+4·8	30·5	30·8	+ 0·3	— 17·5	+ 19·8	63·9	55·0	— 8·9
U.K. local authority bills and temporary money	+ 21·7	— 4·3	17·0	28·7	+ 11·7	+ 2·8	+0·2	6·1	11·1	+ 5·0	+ 24·6	— 4·1	23·1	39·8	+ 16·7
Other short-term assets	— 1·3	— 2·5	0·9	6·7	+ 5·7	— 1·2	+3·9	25·4	28·6	+ 3·2	— 2·5	+ 1·4	26·3	35·3	+ 8·9
Total cash and other short-term assets	+ 13·5	+ 8·2	51·3	59·6	+ 8·3	— 8·9	+8·9	62·1	70·6	+ 8·5	+ 4·6	+ 17·1	113·4	130·1	+ 16·7
Total net investments	+136·7	+157·6			+161·6	— 6·6	+3·3			+12·9	+130·0	+161·0			+174·5

— = nil or less than £·05 million.

Index of industrial production for April

THE PROVISIONAL index of production for April, 1964, prepared by the Central Statistical Office, is 126 (seasonally adjusted). At this level the index has shown no change from the high level it reached in January. For manufacturing industries only the April index is at the same level as the revised March index and one point below the levels of January and February. This decline is mainly attributable to a fall in the estimates for the food, drink and tobacco group. In other manufacturing industries, the information so far available indicates no significant change in the level of production with the exception of motor vehicles which registered a further rise in April.

The average index numbers for the latest three months and the previous three months shown at the foot of the table give a general guide to the changes which have taken place in the output of the major industry groups in recent months. Several of the figures here and elsewhere in the table have been revised as later information has become available.

Average 1958 = 100

	Total all industries	Mining and quarrying	Manufacturing industries											
			Total all manufacturing industries	Food drink and tobacco			Chemicals and allied industries			Engineering and allied industries				
				Total	Food	Drink and tobacco	Total	Coke ovens, oil refineries, etc.	General chemicals, etc.	Total	Engineering and electrical goods	Shipbuilding and marine engineering	Vehicles and aircraft	Metal goods, n.e.s.
Weights	1,000	72	748	86	55	31	68	9	59	310	167	22	79	42
1959	105·1	97	106·0	104	102	107	111	107	111	105	105	94	109	100
1960	112·4	94	114·6	107	104	112	122	117	123	112	114	85	118	112
1961	113·9	93	114·8	110	107	116	124	122	125	113	121	86	109	105
1962	115·0	95	115·2	112	110	116	129	120	130	115	123	87	111	101
1963	118·9	95	119·8	115	112	121	138	124	140	119	126	77	120	108
Unadjusted:														
1962 4th quarter	117	99	118	115	113	119	131	122	133	116	127	84	110	103
1963 1st quarter	115	97	116	108	109	106	135	120	137	118	126	80	119	106
2nd quarter	119	98	120	118	112	129	140	127	142	119	124	78	125	107
3rd quarter	114	86	115	114	111	120	134	119	136	112	120	75	112	101
4th quarter	127	99	127	120	115	128	144	129	146	125	134	76	123	119
1964 1st quarter (prov.)	127	100	127	110	107	115	149	131	152	127	134	76	128	122
1964 Feb.	131	103	131	112	108	119	155	136	157	130	138	76	132	127
Mar. (prov.)	127	101	127	114	109	122	148	133	150	128	137	76	125	123
Apr. (prov.)	129	97	131	115	108	127	152	140	154	129	133	76	138	
Seasonally adjusted:														
1962 4th quarter	115	95	115	113	111	117	131	121	133	114	122	84	112	101
1963 1st quarter	113	92	115	112	110	115	132	121	134	116	124	80	115	103
2nd quarter	118	95	118	114	110	120	138	125	140	116	124	78	117	105
3rd quarter	120	95	121	117	114	122	139	121	142	119	127	76	120	108
4th quarter	124	96	125	117	113	125	144	128	146	123	129	75	126	117
1964 1st quarter (prov.)	126	96	128	115	109	127	147	133	149	126	134	76	125	121
1963 Nov.	124	96	125	117	112	125	144	130	146	124	130	75	127	116
Dec.	125	97	125	117	113	125	143	128	146	124	130	76	125	120
1964 Jan.	126	96	128	114	109	124	147	128	150	127	135	76	128	118
Feb.	126	97	128	115	108	129	148	137	150	126	134	77	124	120
Mar. (prov.)	126	96	127	116	109	127	146	133	149	125	133	76	123	125
Apr. (prov.)	126	96	127	112	107	120	148	139	150	126	133	76	129	
Nov.-Jan. (av.)	125	97	126	116	111	125	145	129	147	125	132	76	127	117*
Feb.-Apr. (av.) (prov.)	126	96	127	114	108	125	148	136	149	126	133	76	125	121*

	Manufacturing industries (continued)													Construction	Gas, electricity and water
	Metal manufacture			Textiles, leather and clothing				Bricks, pottery, glass, etc.			Timber, furniture, etc.	Paper, printing and publishing	Other manufacturing industries		
	Total	Ferrous	Non-ferrous	Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Total	Bricks, cement, etc.	Pottery and glass					
Weights	68	55	13	92	58	4	30	28	17	11	20	55	22	126	54
1959	104	104	107	107	106	103	111	106	107	106	112	107	108	106	103
1960	121	121	123	113	110	102	120	118	120	116	114	119	120	111	110
1961	114	113	116	111	107	102	122	123	129	115	116	120	116	120	116
1962	108	106	114	109	105	97	118	126	129	121	111	122	118	121	125
1963	113	111	119	112	110	99	120	130	131	127	113	128	126	121	133
Unadjusted:															
1962 4th quarter	109	107	117	113	112	99	117	127	129	123	114	128	121	117	139
1963 1st quarter	109	107	119	111	108	101	118	116	111	122	90	123	123	100	162
2nd quarter	112	110	118	110	108	98	115	131	136	123	113	129	127	124	118
3rd quarter	107	106	112	108	103	91	120	129	135	119	120	118	120	127	107
4th quarter	123	122	126	121	120	105	127	143	143	143	127	140	133	131	145
1964 1st quarter (prov.)	127	126	133	120	116	104	128	141	144	136	120	139	132	129	161
1964 Feb.	133	132	137	126	121	108	138	143	149	134	124	142	136		162
Mar. (prov.)	131	131	132	118	112	98	131	139	142	134	114	132	129		156
Apr. (prov.)		130		121	118	109	128	148	154	139	128	147			139
Seasonally adjusted															
1962 4th quarter	107	105	114	109	105	96	117	126	129	120	108	123	119	116	127
1963 1st quarter	107	104	116	108	106	97	114	117	113	122	99	121	123	102	137
2nd quarter	109	107	116	111	109	98	119	128	133	119	112	126	123	124	129
3rd quarter	114	113	119	114	111	99	121	134	138	127	117	129	126	127	130
4th quarter	121	120	123	116	113	102	126	141	143	139	120	135	131	131	133
1964 1st quarter (prov.)	124	122	132	120	118	103	126	143	148	136	131	140	135	131	137
1963 Nov.	121	120	123	118	113	102	131	141	143	139	121	135	132		131
Dec.	124	124	125	115	112	102	123	142	144	139	121	136	133		135
1964 Jan.	119	116	131	121	118	102	130	146	146	145	135	140	135		134
Feb.	127	127	130	120	118	103	126	143	150	131	129	141	134		136
Mar. (prov.)	127	125	134	118	117	103	122	141	147	131	129	139	135		142
Apr. (prov.)		125		117	115	105	124	143	148	136	129	137			142
Nov.-Jan. (av.)	121*	120	123*	118	114	102	128	143	144	141	126	137	131*	131*	133
Feb.-Apr. (av.) (prov.)	124*	125	132*	118	116	103	124	142	149	132	129	139	135*	131*	140

* Latest available three months (January-March) and previous three months (October-December).

SHIPPING MOVEMENTS AT UNITED KINGDOM PORTS

Foreign and coastal trade movements in first quarter

THE TOTAL NET TONNAGE of vessels in the foreign trade which entered and cleared United Kingdom ports with cargo during the first quarter of 1964 amounted to 36,760 thousand tons: this was 5 per cent higher than the tonnage for the corresponding period in 1963. Commonwealth vessels accounted for 18,360 thousand net tons.

The net tonnage of foreign vessels entered and cleared with cargo during the quarter showed an increase of 1,069 thousand tons over the figure for the same period of 1963. Vessels flying the flag of the United States increased by 602 thousand net tons (75 per cent increase). Increases were also made by vessels belonging to Germany, 151 thousand net tons (12 per cent increase), Holland, 340 thousand net tons (12 per cent), and France, 100 thousand net tons (8 per cent). Tonnages of vessels flying the flags of Spain, Italy and Sweden showed marked decreases.

Entrances and clearances with cargo from and to Northern Europe (foreign) increased by 949 thousand net tons (10 per cent) over the figure for the first quarter of 1963. Trade between the United Kingdom and Europe (Atlantic) and West Mediterranean showed an increase of 375 thousand net tons (11 per cent increase) and between the United Kingdom and Central and East Mediterranean an increase of 352 thousand net tons (13 per cent). Entrances and clearances from and to East Africa, Persian Gulf and India fell by 496 thousand net tons (10 per cent decrease).

Arrivals and departures with cargo of vessels in the foreign trade at the ports of Manchester, Middlesbrough, Southampton, Newcastle and Glasgow increased by 163, 348, 311, 153 and 155 thousand net tons respectively whilst those at the ports of Liverpool and London decreased by 205 and 563 thousand net tons.

Total arrivals and departures with cargo in the coasting trade showed hardly any difference when compared with the same quarter of 1963 although there were some changes in the figures at individual ports.

Definitions:

(1) The foreign trade statistics relate to voyages direct from any port abroad to a port in the United Kingdom, or *vice versa*, or from one port to another in the United Kingdom, so long as the vessel has on board cargo shipped abroad, or shipped in the United Kingdom for discharge abroad, or passengers from or for a port outside the United Kingdom.

The coasting trade statistics include vessels carrying only coastwise cargo or passengers from port to port in the United Kingdom, and vessels moving between these ports without at the time having on board cargo or passengers from or for a port abroad. For example, the coastwise movement in ballast includes foreign trade vessels which, having completed the discharge of cargo or passengers from abroad at one United Kingdom port, proceed coastwise to another port to load for the return voyage.

(2) Cargo figures relate to vessels which load or unload merchandise, bullion, specie or mail, except those loading or unloading only Government stores, bunkers or ships' stores.

(3) Ballast figures relate to all vessels other than those defined in (2) and include vessels loading or unloading only Government stores, bunkers, ships' stores or passengers.

(4) Vessels in the foreign trade, calling during the course of a single voyage at more than one port of the United Kingdom, are recorded as entered and cleared at one port only, but as arrived and departed at each port.

Table 1, **Foreign trade entrances and clearances with cargo.**

	Entered				Cleared			
	Number of vessels	Total	Common-wealth (*a*)	Foreign	Number of vessels	Total	Common-wealth (*a*)	Foreign
		Thousand tons net				Thousand tons net		
1963 1st quarter	12,045	21,819	10,384	11,435	11,577	13,147	7,254	5,893
2nd quarter	14,527	25,105	12,202	12,903	12,594	14,829	8,175	6,654
3rd quarter	15,816	26,158	12,931	13,227	13,635	16,292	9,034	7,258
4th quarter	14,675	25,006	12,543	12,464	12,629	14,141	7,913	6,229
1964 1st quarter	14,828	23,754	11,398	12,356	12,873	13,006	6,962	6,043

(*a*) Commonwealth and Irish Republic and South Africa.

Table 2. **Foreign trade entrances and clearances in ballast**

	Entered				Cleared			
	Number of vessels	Total	Common-wealth (*a*)	Foreign	Number of vessels	Total	Common-wealth (*a*)	Foreign
		Thousand tons net				Thousand tons net		
1963 1st quarter	3,974	5,281	2,397	2,884	4,694	14,519	6,164	8,355
2nd quarter	4,614	6,719	3,135	3,583	6,480	16,823	7,009	9,814
3rd quarter	5,800	8,106	4,086	4,019	8,038	18,215	8,173	10,042
4th quarter	3,583	5,232	2,406	2,826	5,506	15,708	6,703	9,005
1964 1st quarter	4,073	5,124	2,391	2,734	6,059	16,090	6,954	9,135

(*a*) Commonwealth and Irish Republic and South Africa.

(Tables continued on next page)

Table 3. Foreign trade entrances and clearances with cargo

Thousand tons net

	Entered			Cleared		
	1963	1963	1964	1963	1963	1964
Nationality of vessels	1st qtr.	4th qtr.	1st qtr.	1st qtr.	4th qtr.	1st qtr.
Commonwealth (*a*):						
Registered in United Kingdom	9,877	11,934	10,848	6,768	7,400	6,528
,, Canada	3	4	4	3	1	—
,, Other Countries (*a*)	503	604	546	483	512	435
Total Commonwealth (*a*)	10,384	12,543	11,398	7,254	7,913	6,962
Soviet	141	238	169	103	58	63
Finnish	116	150	143	99	110	98
Swedish	844	904	800	405	319	343
Norwegian	2,554	2,460	2,678	940	897	897
Danish	568	496	675	366	345	318
Polish	58	70	51	48	64	59
German	641	866	803	618	621	607
Dutch	1,505	1,921	1,716	1,297	1,279	1,426
Belgian	436	491	440	386	387	374
French	718	1,052	791	542	757	569
Spanish	318	150	182	114	168	162
Italian	502	321	390	34	30	21
Yugoslav	39	47	36	29	29	15
Greek	500	455	562	140	200	67
United States	465	764	784	338	551	621
Panamanian	256	330	261	66	69	60
Liberian	1,421	1,353	1,472	95	86	67
Other	354	395	401	272	258	276
Total foreign	11,435	12,464	12,356	5,893	6,229	6,043
TOTAL	21,819	25,006	23,754	13,147	14,141	13,006
Trading areas						
Irish Republic	1,047	1,089	1,033	1,033	1,087	1,064
Northern Europe (foreign)	4,742	5,964	5,747	5,044	5,201	4,988
Europe (Atlantic) and Western Mediterranean Countries	1,827	2,347	2,175	1,627	1,885	1,654
Central and Eastern Mediterranean Countries	2,287	2,400	2,682	479	521	436
West and South Africa	1,464	1,346	1,598	710	656	724
East Africa, Persian Gulf, India	3,958	3,698	3,606	813	712	669
Eastern Asia and Islands in the Pacific	637	590	67[illegible]	556	542	524
Australasia	776	771	857	533	548	598
North America (Atlantic Coast)	1,915	3,616	2,008	1,326	2,009	1,374
West Indies and Central America (Atlantic Coast)	2,098	2,063	2,184	396	434	393
South America (Atlantic Coast)	496	524	494	326	300	336
South and Central America (Pacific Coast)	177	185	194	107	75	83
North America (Pacific Coast)	372	396	473	196	170	161
Other areas	22	17	25	—	1	1
Total Commonwealth countries (*a*)	7,759	8,172	7,551	3,586	3,749	3,471
Total foreign countries	14,060	16,834	16,204	9,562	10,393	9,535
TOTAL	21,819	25,006	23,754	13,147	14,141	13,006

(*Tables continued on page* 1397)

(*a*) Commonwealth, Irish Republic and South Africa.

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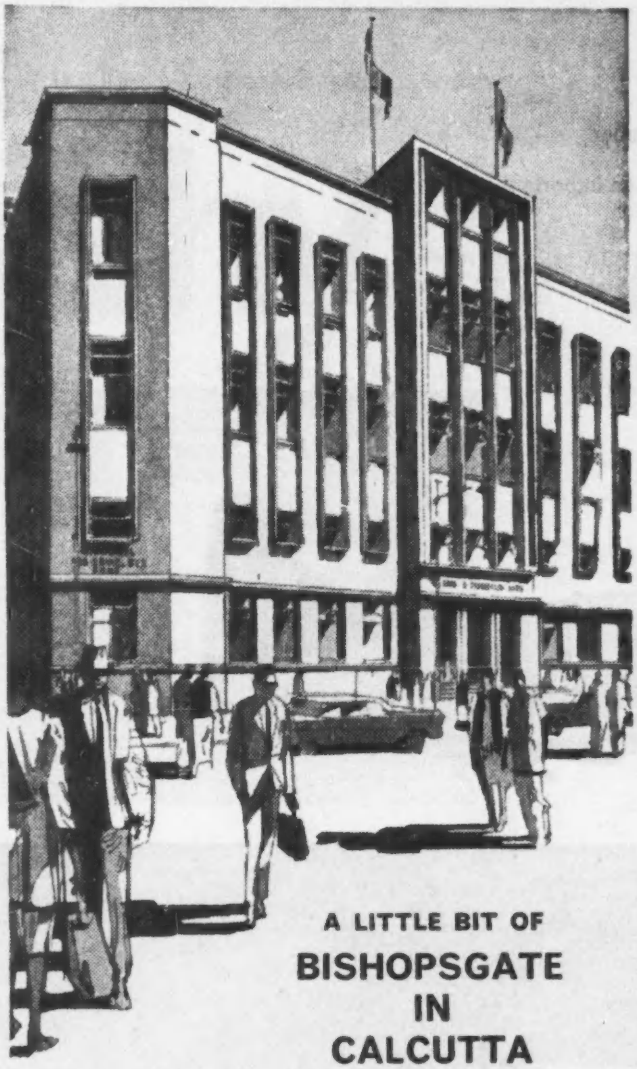

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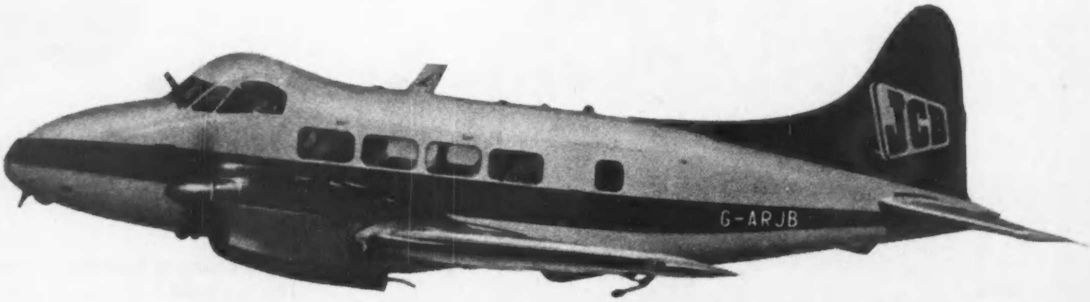

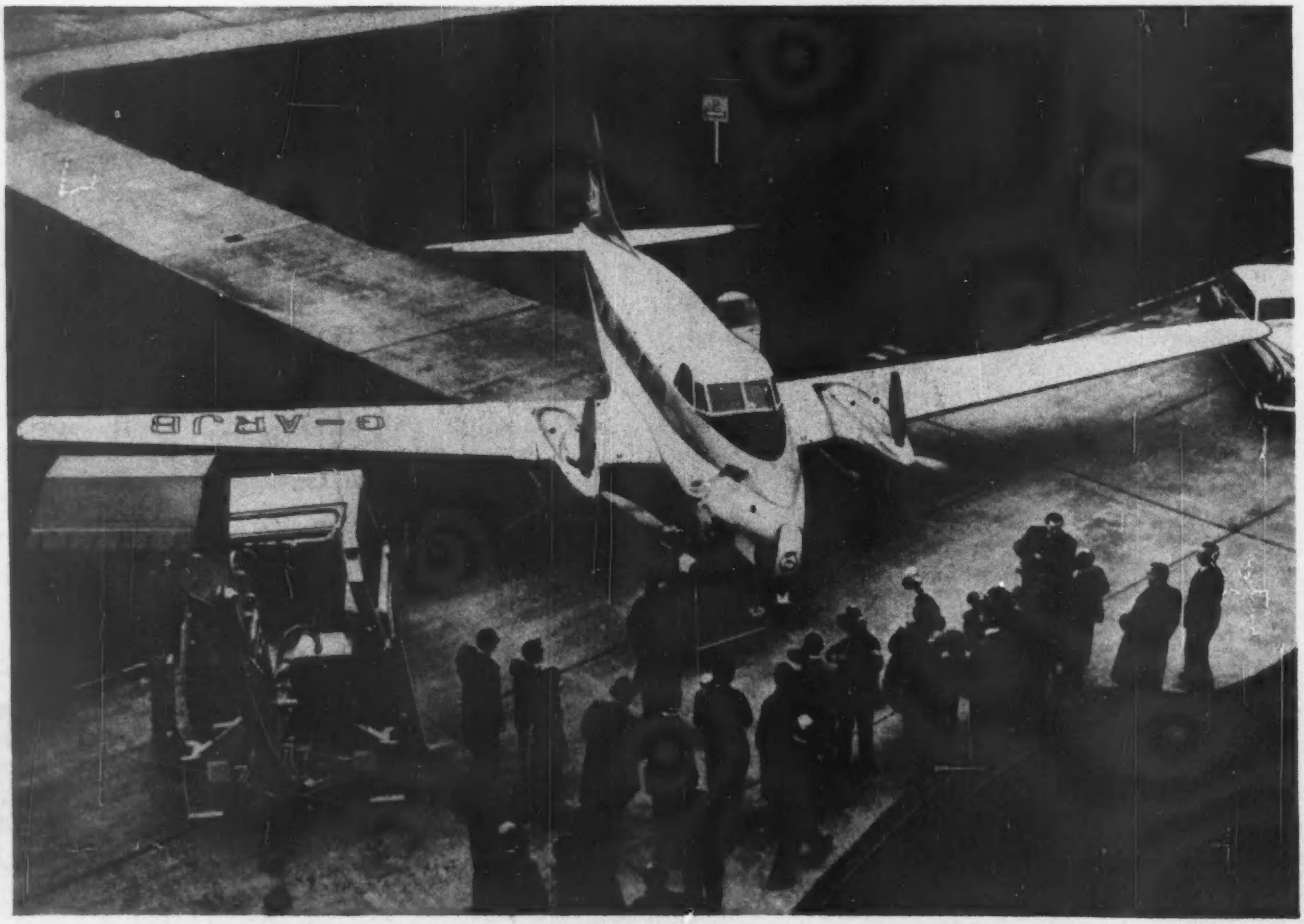

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Table 4. Foreign trade: arrivals and departures at principal ports

Thousand tons net

PORT	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1963 1st qtr.	1963 4th qtr.	1964 1st qtr.	1963 1st qtr.	1963 4th qtr.	1964 1st. qtr.	1963 1st qtr.	1963 4th qtr.	1964 1st qtr.	1963 1st qtr.	1963 4th qtr.	1964 1st qtr.
Blyth	3	4	3	71	47	25	52	34	25	65	38	31
Bristol	1,034	1,059	1,051	1,086	1,087	1,100	155	122	117	1,076	1,093	954
Cardiff	409	421	415	531	531	489	218	213	165	620	644	592
Dover	785	1,105	872	1,120	1,451	1,320	774	990	843	1,110	1,341	1,304
Falmouth (inc. Truro)	18	16	6	340	281	324	1	4	1	543	416	447
Folkestone	140	173	143	142	175	166	145	118	151	151	125	181
Grimsby (inc. Immingham)	570	585	663	705	790	813	243	329	269	682	772	780
Harwich	865	916	937	878	925	956	861	901	950	875	927	973
Holyhead	296	298	280	300	333	291	281	308	286	292	328	293
Hull	1,133	1,194	1,095	1,243	1,382	1,228	376	521	469	1,178	1,250	1,231
Lancaster	84	101	160	101	105	167	8	10	4	99	89	105
Liverpool	3,525	3,465	3,351	4,307	4,201	4,078	1,873	1,851	1,842	4,456	4,090	4,279
London	7,479	6,952	7,222	9,640	8,917	9,195	4,105	3,886	3,799	9,175	8,961	9,067
Manchester (inc. Runcorn)	1,306	1,420	1,440	1,390	1,491	1,512	438	496	467	1,217	1,454	1,323
Middlesbrough	404	736	783	653	976	1 065	503	463	472	782	1,047	1,081
Milford Haven	903	1,038	1,104	1,178	1,264	1,247	231	191	119	1,160	1,140	1,210
Newhaven	30	87	47	31	89	53	29	56	50	31	60	52
Newport (Mon)	202	334	308	343	511	462	256	310	270	380	536	489
Plymouth	93	113	67	209	217	148	72	54	36	249	233	166
Southampton	2,764	4,337	3,073	3,474	5,301	3,777	1,351	1.889	1,353	3,566	4,555	3,766
Swansea	260	213	325	668	679	750	612	738	617	772	870	861
Tyne ports	416	462	555	748	680	843	361	399	375	962	1,083	1,020
Glasgow	1,135	1,206	1,342	1,396	1,377	1,552	763	698	711	1,480	1,422	1,615
Grangemouth	269	295	274	392	446	396	280	377	303	366	458	458
Greenock	87	151	100	187	386	400	32	58	25	255	368	399
Leith	182	202	174	200	208	183	89	83	93	182	185	162
Belfast	406	427	425	487	456	450	119	80	86	433	485	341
Other ports	1,794	2,069	1,869	2,326	2,541	2,351	1,015	1,127	1,027	2,300	2,469	2,273
TOTAL	26,593	29,376	28,083	33,965	36,847	35,339	15,245	16,306	14,925	34,456	36,440	35,451

Table 5. Coastal trade: arrivals and departures at principal ports

Thousand tons net

PORT	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1963 1st qtr.	1963 4th qtr.	1964 1st. qtr.	1963 1st qtr.	1963 4th qtr.	1964 1st qtr.	1963 1st. qtr.	1963 4th qtr.	1964 1st qtr.	1963 1st qtr.	1963 4th qtr.	1964 1st qtr.
Blyth	3	4	5	671	611	583	660	606	577	667	609	585
Bristol	309	314	286	406	469	383	156	149	140	401	499	540
Cardiff	105	70	76	308	283	269	160	69	79	240	162	174
Cowes	361	481	544	869	1,040	909	320	461	521	867	1,059	921
Falmouth	49	28	40	334	145	239	14	24	30	112	87	68
Hartlepool	3	4	3	194	190	219	187	167	185	195	195	198
Hull	222	213	223	319	317	405	95	83	151	430	378	475
Immingham	96	60	111	266	190	293	147	81	132	275	258	273
Lancaster	385	371	303	500	440	346	367	404	392	419	439	412
Liverpool	605	652	683	959	948	1,015	654.	626	610	1,056	1,033	1,013
London	2,153	2,008	1,997	2,743	2,567	2,588	582	553	548	2,801	2,585	2,723
Manchester	211	285	233	319	411	353	217	181	194	453	385	441
Middlesbrough	119	101	95	342	327	341	81	107	137	247	266	278
Milford Haven	67	78	163	464	529	646	599	576	673	634	648	690
Newport (Mon)	64	81	77	157	181	171	43	43	48	132	149	156
Portsmouth	114	103	107	655	664	676	26	20	20	655	664	675
Preston	196	227	254	234	258	287	188	226	219	245	294	285
Southampton	607	657	522	1,366	1,399	1,410	1,161	1,262	1,230	1,298	1,482	1,401
Sunderland	75	66	73	630	611	557	515	487	453	605	617	550
Swansea	38	47	42	359	527	468	207	319	269	254	355	308
Tyne ports	123	115	144	1,151	1,056	943	698	517	481	987	754	764.
Glasgow	326	317	304	660	518	517	333	215	236	455	492	432
Belfast	1,510	1,477	1,499	1,536	1,559	1,560	1,130	1,124	1,176	1,543	1,562	1,564
Other ports	3,040	2,898	2,823	4,264	4,127	3,886	1,850	2,022	1,856	4,008	4,153	3,899
TOTAL	10,779	10,658	10,605	19,704	19,369	19,064	10,388	10,323	10,357	18,979	19,123	18,874

(*Tables continued at foot of next page*)

Retail sales in N. Ireland in April

STATISTICS prepared by the Ministry of Commerce show that the total value of retail sales in Northern Ireland in April was 2 per cent higher than a year earlier, compared with increases of 6 per cent in March, 10 per cent in February, and 8 per cent for the first quarter as a whole.

Food shops and household goods shops showed increases of 4 per cent and 6 per cent respectively on a year earlier, while clothing and footwear shops showed a decrease of 4 per cent compared with the previous year.

Further details may be had on application to Northern Ireland Index of Retail Sales, Room 35, Ministry of Commerce, Chichester House, Belfast. (Tel. Belfast 28271, Ext. 113).

Index numbers of value of sales per week (1961 = 100) and percentage changes compared with a year earlier.

	All kinds of business		Food shops		Clothing and footwear shops		Household goods shops		Other shops	
		%		%		%		%		%
1962 Year	103	+3	105	+5	100	Nil	104	+ 4	101	+1
1963 Year	107	+4	110	+4	106	+ 6	107	+ 2	102	+2
1963 First quarter	97	+4	106	+4	88	+ 6	96	+ 1	86	+1
Second quarter	105	+3	110	+5	105	+ 3	102	— 2	98	+2
Third quarter	104	+4	107	+3	100	+ 8	108	+ 8	102	+3
Fourth quarter	121	+4	116	+5	132	+ 5	121	+ 4	123	+1
1964 First quarter	105	+8	114	+7	95	+ 7	104	+ 9	96	+11
1963 July	101	+4	104	+4	92	+ 4	102	+ 6	104	+5
August	105	+3	108	+2	103	+ 8	105	— 2	103	+1
September	106	+7	109	+5	104	+12	116	+20	99	+ 2
October	109	+5	111	+5	112	+ 5	117	+ 5	100	+ 2
November	117	+3	115	+4	131	+ 2	126	+ 3	108	+ 2
December	138	+4	123	+4	152	+ 9	120	+ 4	160	Nil
1964 January	102	+8	110	+5	91	+ 8	107	+21	94	+10
February	106	+10	115	+7	93	+ 8	118	+21	94	+12
March	106	+6	117	+9	100	+ 6	87	—14	99	+11
April	104	+2	112	+4	94	— 4	99	+6	97	+ 1

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SHIPPING MOVEMENT AT UK PORTS – continued

Table 6. **Coasting trade.**

	Arrived with cargo			Departed with cargo		
	No. of vessels	Common-wealth (*a*)	Foreign	No. of vessels	Common-wealth (*a*)	Foreign
		Thous. tons net			Thous. tons net	
1963 1st quarter	19,324	9,112	1,668	18,741	8,720	1,668
2nd quarter	20,732	9,621	1,504	19,421	9,217	1,464
3rd quarter	21,171	9,562	1,274	19,717	9,080	1,356
4th quarter	19,629	9,245	1,412	18,456	8,772	1,551
1964 1st quarter	20,221	9,093	1,513	19,023	8,763	1,594

(*a*) Commonwealth, Irish Republic and South Africa.

Production of cars and commercial road vehicles in May

THE following table shows figures of production of road vehicles for periods up to and including May 1964, and exports of these goods as recorded in the Trade and Navigation Accounts. Both groups of figures cover complete vehicles (including unassembled vehicles for export) and chassis with engines for delivery as such.

Production Number

	No. of weeks	Passenger cars (including taxis)		Commercial road vehicles			
				Goods		Omnibuses, coaches and trolleybuses	
		Total	Weekly average	Total	Weekly average	Total	Weekly average
1960	52	1,352,728	26,014	438,924	8,441	19,048	366
1961	52	1,003,967	19,307	443,117	8,521	17,050	328
1962	52	1.249,426	24,027	408,514	7,856	16,590	319
1963	52	1,607,939	30,922	385,717	7,418	18,064	347
1962 1st quarter	13	327,407	25,185	107,682	8,283	4,269	328
2nd quarter	13	331,820	25,525	101,671	7,821	3,862	297
3rd quarter	13	289,060	22,235	92,818	7,140	3,941	303
4th quarter	13	301,139	23,165	106,343	8,180	4,518	348
1963 1st quarter	13	382,203	29,400	97,431	7,495	4,985	383
2nd quarter	13	420,896	32,377	96,589	7,430	4,607	354
3rd quarter	13	366,229	28,171	88,727	6,825	3,884	299
4th quarter	13	438,611	33,739	102,970	7,921	4,588	353
1964 1st quarter	14	518,133	37,010	118,577	8,470	5,057	361
1963 March	5	155,118	31,023	37,570	7,514	1,756	351
April	4	120,917	30,229	27,117	6,779	1,198	300
May	4	134,902	33,726	30,839	7,710	1,515	379
1964 March	5	178,369	35,674	39,727	7,945	1,606	321
April	4	163,875	40,969	35,402	8,851	1,189	297
May	4	153,209	38,302	35,279	8,820	1,180	295

Exports Number

	Passenger cars (including taxis)	Commercial road vehicles	
		Goods	Omnibuses, coaches and trolleybuses
1960	569,889	139,134	6,391
1961	370,744	160,046	6,913
1962	544,924	140,789	7,419
1963	615,827	150,654	7,662
1962 1st quarter	141,762	36,236	2,011
2nd quarter	146,500	38,205	2,008
3rd quarter	130,262	32,004	1,636
4th quarter	126,400	34,344	1,764
1963 1st quarter	150,305	36,944	1,882
2nd quarter	156,372	39,926	2,133
3rd quarter	142,178	34,289	1,837
4th quarter	166,972	39,495	1,810
1964 1st quarter	183,470	42,576	1,965
1963 March	55,883	14,143	639
April	53,589	13,317	608
May	56,029	14,284	716
1964 March	65,010	16,168	706
April	58,003	12,083	533
May	66,432	15,556	651

Note:

There are certain differences of timing and coverage between the production and export figures, e.g. the export figures include battery-operated road vehicles throughout and from January 1963 road tractors, while the production figures exclude the battery-operated road vehicles and include road tractors. Station wagons and estate cars are included with passenger cars throughout. The quarterly export figures include amendments not made to monthly figures.

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Orders, deliveries, production and exports in the engineering industries

THE FIRST estimates indicate a high level of new ordering in April in industries producing engineering and electrical goods (Order VI of the Standard Industrial Classification) and locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors (parts of Order VIII of the Standard Industrial Classification). Net new home orders were half as high again as in April 1963; on the export side new orders, though well up on the first quarter's level, were slightly lower than the high figure recorded for April last year. The rate of new ordering in April was influenced by the placing of several large contracts; the underlying trend in new ordering for both home and export markets probably shows a more moderate rate of increase. Taking March and April together to remove the effect of the different timing of Easter this year and in 1963, home deliveries were 11 per cent higher and export deliveries 2 per cent lower than in the same period in 1963. Order books lengthened further during April; at the end of the month home orders on hand were about one quarter higher and for export about one-sixth higher than in April last year.

It is provisionally estimated that production in the engineering and electrical goods industries in March and April taken together was 7 per cent higher than in the corresponding period in 1963. Following an increase of 4 per cent on a year earlier in the last quarter of 1963 mechanical engineering increased in the first quarter of this year by 6 per cent compared with the first quarter of 1963. Electrical engineering output in the first quarter was 8 per cent higher than a year earlier.

More detailed statistics of output in the engineering and electrical goods industries in the first quarter of this year are now available and the value of deliveries of certain mechanical and electrical products are given in Table 3. In the mechanical sector output in nearly all industries was higher than at the same time last year, the most marked increases being in agricultural machinery, industrial engines, contractors' plant and office machinery. Deliveries of some of the main categories of industrial plant and fabricated steelwork were lower than in the first quarter of 1963. In the electrical machinery group deliveries of transformers, switchgear, insulated wires and cables and electrical equipment for motor vehicles were well above the level of a year earlier. Most other categories in the electrical sector showed small increases.

An account of the statistics of deliveries, orders on hand and net new orders in Table 1 for the wider group of engineering and allied industries with definitions of the industries covered was published in an article in the *Board of Trade Journal* on July 22, 1960 (page 182). A description of the scheme of engineering statistics with details of the basis and scope of the statistics in Tables 2 and 3 and definitions of the industries covered appeared in an article in the *Board of Trade Journal* on May 8, 1959 (page 1077).

Engineering industries (a)

Table 1: Index numbers of the volume of orders and deliveries (b)

	Total			Export			Home		
	Orders-on-hand (end of period)	Net new orders (c)	Deliveries (c)	Orders-on-hand (end of period)	Net new orders (c)	Deliveries (c)	Orders-on-hand (end of period)	Net new orders (c)	Deliveries (c)
	December 1958 = 100	Average 1958 deliveries = 100		December 1958 = 100	Average 1958 deliveries = 100		December 1958 = 100	Average 1958 deliveries = 100	
1958	100	92	100	100	88	100	100	93	100
1959	101	105	104	102	103	102	101	106	105
1960	117	123	114	119	122	111	117	123	115
1961	120	123	122	126	122	118	117	123	123
1962	115	120	123	129	128	126	109	117	122
1963	135	139	126	144	143	134	131	137	123
1963 1st quarter	117	132	126	123	121	139	115	135	122
2nd quarter	123	138	123	128	146	133	121	135	120
3rd quarter	130	140	120	136	146	124	128	137	119
4th quarter	135	145	133	144	159	139	131	139	131
1964 1st quarter*	140	146	133	144	136	136	139	150	132
1963 January	115	116	112	127	108	125	111	119	108
February	118	146	127	125	129	144	115	153	122
March	117	134	140	123	129	150	115	136	137
April	120	136	113	128	168	128	117	125	108
1964 January*	136	132	125	142	116	130	134	138	123
February*	137	150	138	143	149	144	135	150	136
March*	140	158	138	144	146	136	139	163	138
April*	146	179	134	147	161	136	146	185	134

*Provisional.

(a) Engineering and electrical goods (S.I.C. Order VI), locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors.

(b) At constant (average 1958) prices. (c) Adjusted to allow for differences in the length of calendar months, but not for holidays or for other seasonal variations.

(Tables continued on next page)

Table 2: Engineering and electrical goods industries (S.I.C. Order VI) volume of production, exports and orders on hand

	Production (a)			Exports (c)	Orders-on-hand (end of period) (d)			
	Total	Mechanical engineering (b)	Electrical engineering		Total	For export	For home market	
	1958 = 100			1961 = 100	December 1958 = 100			
1958	100	100	100	81	100	100	100	1958
1959	105	103	110	82	101	102	101	1959
1960	114	112	116	91	119	121	118	1960
1961	121	122	120	100	122	127	120	1961
1962	123	122	126	100	118	130	114	1962
1963	126	122	134	106	139	145	137	1963
1963 1st quarter	126	123	131	111	121	124	119	1963 1st quarter
2nd quarter	124	120	131	111	127	130	126	2nd quarter
3rd quarter	120	116	129	97	135	139	134	3rd quarter
4th quarter	134	128	146	107	139	145	137	4th quarter
1964 1st quarter	134*	130*	141*	112	144*	145*	144*	1964 1st quarter
1963 January	114	111	120		119	128	115	1963 January
February	125	122	131		121	127	119	February
March	139	137	142		121	124	119	March
April	114	110	121		124	130	122	April
1964 January	128*	122*	138*		140*	144*	139*	1964 January
February	138*	133*	146*		141*	144*	140*	February
March	137*	136*	140*		144*	145*	144*	March
April	133*	..	..		150*	148*	150*	April

* Provisional.

(a) Adjusted to show changes in the average weekly rate of production, and eliminate the effect of variation in the length of calendar months, though not that of holidays and other seasonal factors.

(b) Including the scientific, surgical and photographic instruments, etc., and watches and clocks industries.

(c) Index of the value, at 1961 prices, of exports of goods of types made in the engineering and electrical goods industries.

(d) Index of the total value, at 1958 prices, of orders held in these industries.

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Table 3: Deliveries of certain mechanical and electrical engineering products (a) £ million

	1961 Year	1962 Year	1963* Year	1962 Fourth Quarter	1963 First Quarter	1963 Fourth Quarter	1964 First Quarter*
MACHINERY OTHER THAN ELECTRICAL:							
Agricultural machinery	49·0	49·5	56·5	9·7	12·3	12·9	15·7
Metal-working machine tools and welding machinery	135·6	145·9	130·8	36·7	36·1	32·4	36·1
Engineers' small tools and gauges	75·1	73·1	68·5	18·0	17·6	18·3	19·5
Industrial engines	88·4	80·0	87·1	22·4	20·7	27·5	25·2
Textile machinery and accessories	91·4	86·8	87·0	23·0	22·0	25·8	24·2
Contractors' plant and quarrying machinery	107·2	99·7	119·1	23·7	28·1	27·6	35·0
Mechanical handling equipment	97·5	107·2	101·5	27·1	26·2	25·8	26·0
Office machinery	71·6	72·2	82·8	19·9	20·7	22·8	24·3
Mining machinery	53·6	49·7	50·9	12·7	12·3	13·8	13·2
Refrigerating machinery	57·1	50·6	46·9	8·7	11·1	8·3	12·1
Space-heating, ventilating and air-conditioning equipment	52·4	57·7	57·4	15·4	13·7	16·8	14·8
Pumps and industrial valves	98·3	98·5	98·3	25·5	23·4	26·3	26·0
Air and gas compressors and exhausters	29·2	30·0	31·9	7·7	7·2	9·1	8·6
Food and drink machinery	41·3	42·3	40·9	12·0	9·7	11·9	10·9
Packaging machinery	19·3	22·2	24·0	6·2	5·6	6·7	5·7
Steel and non-ferrous metal rolling mills and ancillary equipment	25·9	38·1	24·6	8·7	6·7	5·6	6·5
Other machinery except electrical machinery	228·2	233·5	244·9	61·3	59·9	62·2	65·7
INDUSTRIAL PLANT AND FABRICATED STEELWORK:							
Water tube boilers	56·5	63·4	59·3	18·8	15·1	15·4	13·5
Shell boilers and boilerhouse plant	32·5	31·2	30·9	8·1	7·4	8·4	6·8
Chemical plant	63·8	61·4	48·2	14·0	13·0	12·0	12·0
Iron, steel and non-ferrous metal works plant other than rolling mills	34·1	31·1	31·8	7·1	6·3	11·0	9·0
Other industrial plant and fabricated steelwork	149·2	161·2	152·6	44·5	36·8	42·6	41·7
ELECTRICAL MACHINERY:							
Generating equipment and rotating electrical machines	140·7	141·6	135·9	36·9	34·2	33·9	32·1
Transformers for lighting, heating and power	48·5	53·9	54·6	15·0	12·5	14·4	15·3
Switchgear and control gear	131·0	134·1	137·3	35·3	33·7	37·6	38·5
Other electrical machinery	22·5	22·2	21·4	5·1	5·9	5·1	5·5
INSULATED WIRES AND CABLES	150·9	152·9	159·7	40·0	36·0	44·1	41·1
OTHER ELECTRICAL GOODS (except radio, telecommunications and other electronic apparatus):							
Domestic electrical appliances	137·7	144·0	165·1	44·1	36·6	50·4	39·1
Electrical equipment for motor vehicles, cycles and aircraft	58·8	65·9	76·7	17·0	18·0	20·4	21·8
Primary batteries	14·8	15·8	17·4	4·6	4·2	5·0	4·3
Secondary batteries (accumulators)	26·4	27·2	29·6	7·7	7·1	8·6	7·7
Electric lamps	25·4	25·6	26·3	7·0	6·6	7·8	7·4
Other electrical goods	91·4	87·1	96·0	23·0	22·0	27·6	25·6
SUB-CONTRACT SALES AND COMPONENTS NOT INCLUDED ABOVE	263·1	269·8	273·5	67·3	68·8	71·9	75·4
AMOUNT CHARGED FOR WORK DONE ON CUSTOMERS' MATERIALS AND REPAIR WORK	68·6	74·9	76·7	19·8	19·0	20·9	21·0

(a) Characteristic products of industries in Order VI of the Standard Industrial Classification, except the ordnance and small arms, scientific, etc., instruments, clocks and watches, telegraph and telephone apparatus and radio and other electronic apparatus industries. Agricultural machinery is included from January 1959 and the output of the other products made by the agricultural machinery manufacturers has been added to the 1959 figures. Excluding deliveries by the smallest firms, estimated at about 2 per cent of the total.

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Where the title appears in italics the film forms part of a series. BR/E indicates that the film is a British quota film.
Br/NQ indicates that the film is British but does not qualify for the exhibitors' quota.

Title of Film	Registered in the name of	Maker's Name	Registered No.	Playing Time Minutes	Date of Registration
		BRITISH			
The Three Lives of Thomasina	Walt Disney Productions Ltd.	Walt Disney Productions Ltd.	BrE/ 29498	97	June 15
The Chimney Sweeps	Compton-Cameo Films Ltd.	Pyewacket Productions Ltd.	Br/E 29499	43	June 15
Hide and Seek	British Lion Films Ltd.	Spectrum Films Ltd.	Br/E 29504	90	June 15
The Finest Hours	Columbia Pictures Corporation Ltd.	Le Vien Films Ltd.	Br/NQ 29505	116	June 16
Gala Day	Mithras Films Ltd.	Mithras Films Ltd.	Br/E 29506	26	June 16
Look at Life Series 22:					
Off the Sheep's Back	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.	Br/E 29514	18	June 16
Singapore is Youth	" "	" "	Br/E 29515	9	June 16
Pathe Pic. Series 495/507:					
Pathe Pic. No. 495	Warner-Pathe Distributors Ltd.	Associated British Pathe Ltd.	Br/E 29519	8	June 17
Pathe Pic. No. 496	" "	" "	Br/E 29520	8	June 17
Pathe Pic. No. 497	" "	" "	Br/E 29521	9	June 17
Pathe Pic. No. 498	" "	" "	Br/E 29522	8	June 17
The Masque of the Red Death	Warner-Pathe Distributors Ltd.	Anglo Amalgamated Productions Ltd.	Br/E 29524	84	June 19
Crooks in Cloisters	" "	Associated British Picture Corporation Ltd.	Br/E 29525	98	June 19
Pathe News 64–49	" "	Associated British Pathe Ltd.	Br/E 29096	8	June 19
Pathe News 64–50	" "	" "	Br/E 29097	9	June 19
Movietone News 1827A	Twentieth Century Fox Film Co. Ltd.	British Movietonews Ltd.	Br/E 29031	8	June 19
Movietone News 1828	" "	" "	Br/E 29032	7	June 19
		FOREIGN			
Kissin' Cousins	Metro-Goldwyn-Mayer Pictures Ltd.	Four Leaf Productions Inc..	F 29500	93	June 15
Much Ado About Mousing	" "	Metro-Goldwyn-Mayer Inc.	F 29501	7	June 15
Paris When it Sizzles	Paramount Film Service Ltd.	Richard Quine Productions Inc. and Charleston Enterprises Corporation	F 29502	111	June 15
Shadow of Treason	" "	Mark III Scope Productions	F 29503	76	June 15
The Bird Man	Miracle Films Ltd.	Bakou Films, Paris	F 29507	14	June 16
The Moving Finger	"	Moving Finger Incorporated.	F 29508	96	June 16
A Time to Live and a Time to Die (Le Feu Follet)	"	Nouvelles Editions de Films, Paris	F 29509	107	June 16
Tepee for Two	Rank Film Distributors Ltd.	Universal International Films Inc.	F 29510	6	June 16
Goose is Wild	" "	" "	F 29511	6	June 16
El Camino Real of Father Junipero Serra	" "	Samuel Bronston Productions Inc., Madrid	F 29512	33	June 16
Calling Dr. Woodpecker	" "	Universal International Films Inc.	F 29513	6	June 16
What a Way to Go	Twentieth Century Fox Film Co. Ltd.	Apjac Orchard Productions Inc.	F 29516	111	June 16
Geronimo's Revenge	Walt Disney Productions Ltd.	Walt Disney Productions Ltd.	F 29517	77	June 17
Flash the Teenage Otter	" "	" "	F 29518	48	June 17
Sweet and Sour (Dragees au Poivre)	Bargate Films Ltd.	Les Film Number One, Paris, and C. C. Antonio Cervi, Rome	F 29523	91	June 19

DARLINGTON' WINCHES

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Retail stocks in April

THE VALUE of retail stocks at the end of April was 6 per cent higher than the corresponding year earlier figure, compared with increases of 4 per cent in March, and 5 per cent in February. After allowing for seasonal factors, the level of the value of stocks increased a little from the steady level of February and March.

In volume terms, stocks showed an increase of 4 per cent compared with a year earlier.

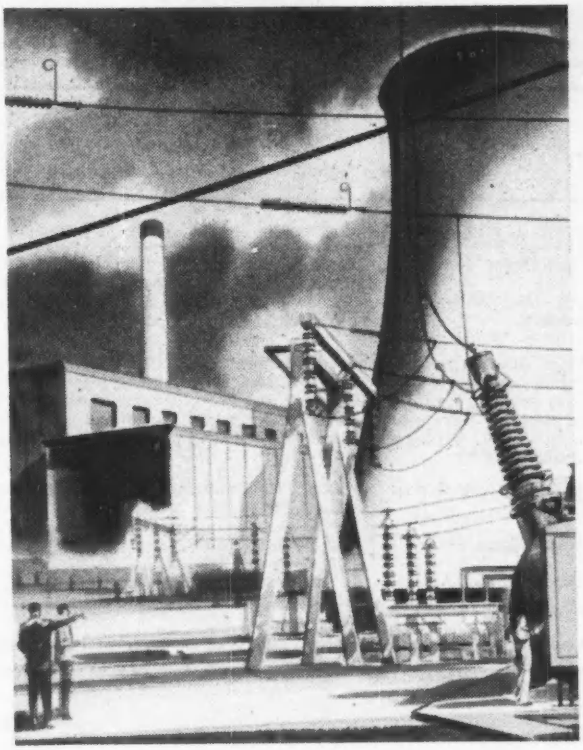
Estimates of changes in total retail stocks

(At cost at end of month). Index numbers (end 1956 = 100) and percentage changes on a year earlier.

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
(a) At current prices												
1956	96	100	101	102	102	100	97	95	101	109	114	100
1957	100	105	107	109	110	107	104	103	107	117	123	107
1958	105	109	111	112	112	109	106	106	110	119	123	109
1959	108	111	112	114	115	114	111	109	114	123	129	115
1960	113	119	123	124	126	125	120	118	123	131	136	120
1961	119	124	129	131	132	131	126	124	128	136	142	125
1962	124	128	135	137	139	135	132	130	133	144	151	133
1963	130	134	142	142	143	139	135	133	135	147	157	137
1964	139	141	147	150								
1961	+5	+5	+5	+5	+4	+5	+5	+5	+4	+4	+4	+4
1962	+5	+3	+5	+4	+6	+2	+4	+5	+4	+6	+7	+7
1963	+5	+4	+5	+4	+3	+3	+2	+2	+1	+2	+4	+3
1964	+6	+5	+4	+6								
(b) At constant (Dec. 1956) prices												
1956	99	103	103	104	103	101	98	96	102	110	115	100
1957	100	104	106	108	109	106	113	102	106	115	121	105
1958	104	107	109	110	110	107	104	104	108	117	121	107
1959	106	109	110	113	113	113	110	108	112	121	127	113
1960	111	117	122	122	124	123	117	116	120	128	133	117
1961	116	121	125	127	127	126	121	118	122	129	134	118
1962	117	121	127	129	130	125	122	120	123	133	139	122
1963	121	123	131	131	132	129	124	122	124	135	144	126
1964	127	128	134	136								
1961	+4	+3	+3	+3	+2	+3	+3	+2	+1	+1	+1	nil
1962	+1	nil	+2	+2	+2	+1	nil	+2	+1	+3	+4	+4
1963	+3	+2	+3	+2	+2	+3	+2	+2	+1	+2	+3	+3
1964	+5	+4	+2	+4								

(A description of the basis and construction of these estimates was given on page 1288 of the *Board of Trade Journal* of December 19, 1958).

DEVELOPMENTS IN THE EAST



With the improving living standards in the East comes the prospect of trade expansion and of increasing opportunities for profitable marketing. The world-wide facilities of three great banking organizations, merged into a single comprehensive service, are at your disposal with up-to-date information and expert advice on all aspects of finance and trade in these areas.

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MERCANTILE BANK LIMITED
HEAD OFFICE: 15 Gracechurch Street, London EC3
WEST END BRANCH: 123 Pall Mall, London SW1

THE BRITISH BANK OF THE MIDDLE EAST
HEAD OFFICE: 7 King William Street, London EC4

SALE BY TENDER

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Tenders are invited for the dismantling and removal of:—Two steel-framed hanger-type buildings 45′ x 60′ approximately, Big Six A.C. cladding, 10 No. perspex Bix Six roof lights, each 13′ 8″ clear headroom and double sliding doors, and the covered area between.

Viewing by arrangement with the Borough Surveyor.

Tenders in plain sealed envelopes to be received not later than 9 a.m. on Tuesday, July 21, 1964 to Borough Surveyor, 10 Market Place, Chippenham, Wilts.

The Director General, India Store Department, Government Building, Bromyard Avenue, Acton, London, W.3, invites tenders for the supply of:—

AIRCRAFT PLUGS AND SOCKETS, FUSING UNITS, etc.

The tender forms with schedules and specifications which are returnable on Thursday, July 30, 1964, may be obtained from the above office (C.D.N. Branch) on payment of a fee of ten shillings (not refundable).

The applications for tenders should clearly state the reference No. 6297/64/ANS/HAL.

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Government surplus sales by auction

MINISTRY OF DEFENCE (AIR FORCE DEPARTMENT)

1964	Stores	Location	Auctioneers
July 23	167 acres of land to be offered for sale by auction in 7 lots, including two T.2 hangars and other buildings, suitable for use as a storage depot.	Gamston Airfield, Retford, Notts.	Crampton, Sooby and Eastgate (AFD1), West Gate, Mansfield, Notts. (Tel. Mansfield 5717).
July 30	Miscellaneous stores and equipment	No. 25 Maintenance Unit, Royal Air Force, Hartlebury.	Nock & Joseland (AFD1), Bank Buildings, Kidderminster, Worcs. (Tel. Kidderminster 2053.)
Aug. 13	Miscellaneous stores and equipment	No. 14 Maintenance Unit, Royal Air Force, Carlisle.	Harrison & Hetherington Ltd., (AFD1), Botchergate, Carlisle, (Tel. Carlisle 26292).
Aug. 19	Miscellaneous stores and equipment	No. 7 Maintenance Unit, Royal Air Force, Quedgeley.	Bruton Knowles & Co. (AFD1), Albion Chambers, King Street, Gloucester. (Tel. Gloucester 21267).

Catalogues for the above sales may be obtained within fourteen days of the advertised dates of the sales on application to the Auctioneers. Catalogues for sales held at Maintenance Units cost 1s. 0d. (*Postal Orders only*), all other catalogues free.

MINISTRY OF DEFENCE (ARMY DEPARTMENT)

1964	Stores	Location	Auctioneers
July 3	Clothing, textiles, furniture and miscellaneous stores.	Command Ordnance Sub-Depot, Reed Hall, Colchester, Essex.	Fenn, Wright & Co., (Dept. L), 146 High Street, Colchester, Essex. (Tel. 73171).
July 16	Machine tools and miscellaneous stores including:	Technical Stores Depot, Old Dalby, Leics. (*Sale at Melton Mowbray*).	Shouler & Son, (Dept. L), 1 Norman Street, Melton Mowbray, Leics. (Tel. 3081).

2 diesel generator sets; 20 centre and turret lathes to 8½ in. centres; boring machines; shearing machine; shaper; 60 pillar, bench and port. electrical drills; double-ended grinders; valve refacers; flexible shaft grinders; folding and bending machine; leaf spring testers; dynamometers; arbor presses; pipe benders and screwers; hack saws; diamond wheel dressers; steam cleaners; washing pumps; battery charging sets; portable forges; woodworking machinery, planer and thicknesser; chain and chisel mortising machine; circular saw benches; bandsaw filing machine; instrument and watchmakers lathes; arc welders; welding kits; welding regulators and gauges; lathe spares; chucks; face plates; tool holders; milling cutters; turning tools; cine and film strip projectors; AVO minors; AVO universal testers; megger testers; test instruments; sewing machines; laundry trailer vans, etc.

1964	Stores	Location	Auctioneers
July 21-23	Vehicles, earthmoving, road making and lifting equipment, trailers, plant ancillaries and spares, motor cycles, etc.	Ordnance Storage and Disposal Depot, Ruddington, Notts.	Walker, Walton & Hanson, (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272).
July 23	Plant, engineering and electrical stores, wireless and telephone spares, etc.	Technical Stores Sub-Depot, Wem, Salop.	Hall, Wateridge & Owen, (Dept. L), High Street, Shrewsbury. (Tel. 2081).
July 28	Vehicles, industrial equipment, machine tools, pocket watches and miscellaneous stores.	Ordnance Disposal Depot, Royal Arsenal, Woolwich, London.	Fuller, Horsey, Sons & Cassell, (Dept. L), 10 Lloyds Avenue, London, E.C.3. (Tel. Royal 4861).

Catalogues for each sale shown above may be obtained from the appropriate Auctioneer 14 days prior to date of sale, price 1s. 0d. (*Postal Orders only*).

MINISTRY OF PUBLIC BUILDING AND WORKS

1964	Description of Goods	Location	Auctioneers
July 7	Office and miscellaneous furniture, domestic refrigerators, electric and other fittings, canteen equipment, crockery, etc.	Ministry of Public Building and Works, Supplies Division Stores, Shed 10, Site 1, Kidbrooke Park Road, London, S.E.3.	Hollingsworth, 6 Snow Hill (2nd Floor), Holborn Viaduct, London, E.C.1. (Tel. City 1718).
July 10	Office and miscellaneous furniture, safes, clocks, kitchen equipment, refrigerators, plan presses and builders equipment.	Ministry of Public Building and Works, Supplies Division Store, Burnett Lane, Nr. Keynsham, Somerset.	Stanley Alder & Price, 7, St. Stephens Street, Bristol 1. (Tel. Bristol 20301).

Catalogues: Price 1s. 0d., obtainable from the auctioneer.
View days: Thursday July 9, 1964.

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Exhibitions and Fairs

CHANGES IN TRADE FAIRS AND EXHIBITIONS ANNOUNCEMENTS

BECAUSE *of pressure on space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below;*

	Date last published	Date next published
Europe	*June* 5	*Sep.* 4
United Kingdom	*May* 1	*Aug.* 7
Outside Europe	*April* 3	*July* 3

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibility is taken for the standing of organizations or individuals mentioned in the lists and dates, etc., may be subject to alteration.

*The Board of Trade Export Promotion and Fairs branch, Queen Anne's Mansions, Queen Anne's Gate, S.W.*1 (*Tel. Abbey* 7877, *Ext.* 2791. *Germany and Scandinavia;* 2783, *France, Italy, Benelux, Switzerland, Austria, Finland, Spain, Portugual, Irish Republic, Greece, Turkey, Middle East and West Africa:* 2792 *United Kingdom and Rest of the World*) *will be glad to answer general inquiries, but applications should be made to the organizers or United Kingdom agents for details of cost and conditions of participation. Export Promotion and Fairs Branch can also provide information about other events which, owing to space limitation, are not included in the lists.*

* *indicates event which is held annually at approximately the time stated.*

† *indicates event which is held alternate years at approximately the time stated.*

Additions to Classified Lists

The fairs and exhibitions given below are additions to the full lists, published in the *Board of Trade Journal* on June 5, May 1 and April 3 respectively.

EUROPE

Additions

COLOGNE: INTERNATIONAL FAIR OF LINGERIE, UNDERWEAR AND FOUNDATION GARMENTS – October 15-18, 1964.
* Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Ken. 1700).

COLOGNE: INTERNATIONAL BABIES' AND CHILDREN'S FAIR – October 16-18, 1964.
* Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Ken. 1700).

BRUSSELS: SALON DE L'ALIMENTATION ET DES ARTS MENAGERS – October 10-25, 1964.
Apply, S.I.M.R.A., 8-10, Place de Brouckere, Brussels.

PARIS: INTERNATIONAL FURNITURE FAIR – January 22-27, 1965.
* Apply: Commissariat General Salon du Meuble et des Industries de l'Ameublement, 22, Avenue Franklin-Roosevelt, Paris 8e.

GENOA: INTERNATIONAL BOAT SHOW – February 6-21, 1965.
Apply, Admiral A. L. P. Mare-Wardlaw, Loseberry Enterprises Ltd., Loseberry, Claygate, Surrey. (Tel. Esher 2882).

FRANKFURT: INTERNATIONAL TEXTILE EXHIBITION (INTERSTOFF) – May 25-28, 1965.
* Apply: Lep Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel. Central 5050).

FRANKFURT: INTERNATIONAL TEXTILE EXHIBITION (INTERSTOFF) – November 23-26, 1965.
* Apply, Lep Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel. Central 5050).

UNITED KINGDOM

Addition

LONDON: SEVENTEENTH TECHNICAL EXHIBITION – March 22-26, 1965. At Alexandra Palace, N.22.
* Apply, The Secretary, Oil & Colour Chemists' Association, Wax Chandlers' Hall, Gresham Street, London, E.C.2. (Tel. Monarch 1439).

OUTSIDE EUROPE

Additions

LIMA: PACIFIC INTERNATIONAL TRADE FAIR – October 30-November 14, 1965.
† Apply, Pacific International Trade Fair, P.O. Box 4900 Lima, Peru.

CHICAGO: PACKAGING MACHINERY SHOW – November 2-5, 1965.
† Apply, International Exposition Company, 480, Lexington Avenue, New York 17.

Quotas for fairs in W. Germany: the second half of 1964

THE W. GERMAN Minister of Food, Agriculture and Forests has announced that import licences will be issued covering sales at fairs to be held during the second half of 1964. Licences will be allocated to firms, as previously, in accordance with the amount of space booked. It has been agreed with the German authorities that currency up to the following amounts will be made available for goods sold by United Kingdom exhibitors at the above fairs:

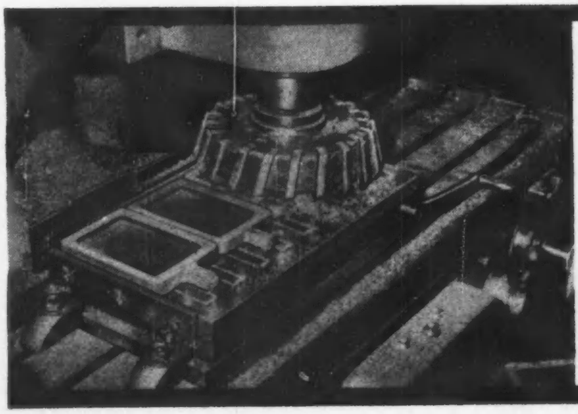
		DM
Fruit and fruit juices in tins and bottles		100,000
Roasted and salted peanuts		50,000
Miscellaneous foodstuffs from Great Britain		500,000
OF WHICH:		
Barley and oat products	up to	25,000
Canned vegetables	up to	50,000
Jams and marmalades	up to	75,000
Miscellaneous foodstuffs from the dependent overseas territories		40,000
Ice cream		250,000
Ice cream mix		50,000

United Kingdom exhibitors who wish to obtain licences should notify the Commercial Department of the British Embassy, Friedrich Ebert Allee 77, Bonn, not later than the first post on July 31, 1964. Applications should be accompanied by a copy of the agents' subtenancy agreement for stand space (Untermietvertrag).

All inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street London, S.W.1. (Tel. Abbey 7877, Ext. 2307).

TRADE FAIRS GUIDE

A new edition – the fifth – of the booklet 'Trade Fairs Help Exports – Hints for the Small Exhibitor' has been produced by the Board of Trade for the guidance of small firms contemplating exhibiting overseas for the first time. The booklet explains the purposes of exhibiting and gives guidance on the choice of fairs, the organization of exhibits and on official assistance available to the British exhibitor. It also lists major specialized fairs overseas. Copies can be obtained free of charge from any Board of Trade Regional Office or from Export Promotion and Fairs Branch, Board of Trade, Queen Anne's Mansions, Queen Anne's Gate, London, S.W.1. Tel. Abbey 7877, Ext. 2765. (Ref. G.D. 1232/63).



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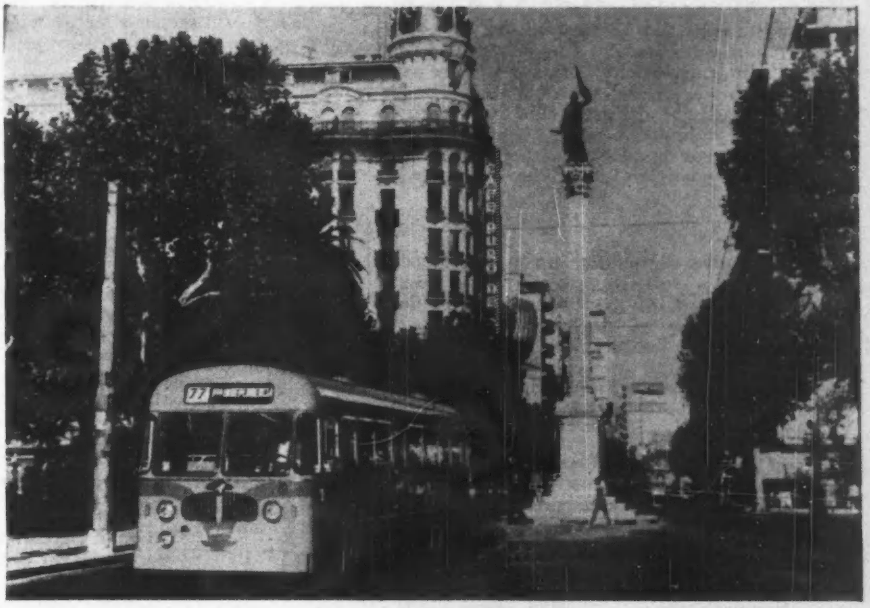
BANK OF LONDON & SOUTH AMERICA LIMITED

Overseas Trade and Exports

The Latin American Free Trade Association (LAFTA) —what it is and how it works

The Latin American Free Trade Association came into being three years ago, and now comprises nine of the major Latin American countries. British exporters may find the following account of the Association and its machinery of interest.



A Leyland bus, one of a large number operated by the Montevideo Municipal Bus Corporation AMDET, running down Montevideo's main Avenue.

LAFTA (or *ALALC* in Spanish) was created by the Treaty of Montevideo, signed in Montevideo in February 1960, and is based on proposals for the integrated Economic Development of Latin America resulting from studies and discussion in the Economic Commission for Latin America during the preceding decade.

Member countries

The original signatories of the Treaty were Argentina, Brazil, Chile, Mexico, Paraguay, Peru and Uruguay. Ecuador and Colombia became members in 1962. The Treaty is open to accession by other Latin American countries. An application by Cuba to join in 1962 was rejected.

DUNCAN FOX & CO. LIMITED

ST. ALPHAGE HOUSE, FORE STREET,
LONDON WALL, LONDON, E.C.2

UNITED KINGDOM · CHILE · PERU · UNITED STATES

Effective date of Treaty

The Treaty came into force on June 1, 1961 and the Permanent Headquarters was established in Montevideo.

ORGANISATION

Organs of the Association

The highest authority of LAFTA is the *Conference of Contracting Parties*. In the normal way the Conference holds annual sessions at which resolutions are approved, recommendations are made to member governments, directions are given to the Permanent Executive Committee and Secretariat and lists of concessions are negotiated and approved. These Conferences take place towards the end of each year, the Third Conference having taken place between October and December 1963 in Montevideo. Extraordinary conferences may be called for specific purposes, e.g. negotiations with a newly joined state. The *Conference* may meet elsewhere than Montevideo. (The Second Meeting was held in Mexico.)

The *Permanent Executive Committee* (PEC) consists of the delegates of all member countries and is in more or less permanent session at its headquarters in Montevideo. The chairman is elected annually among the delegates. The PEC prepares the ground for negotiations; commissions and publishes studies; decides on the interpretation and application of the Treaty; and approves certain arrangements provided for in the Treaty (e.g. complementation agreements).

SECRETARIAT

The *Executive Secretariat*, which is headed by the Executive Secretary who is elected for three-year periods by the Conference, organises the work of the Conference and the PEC; it provides secretarial services to all official LAFTA meetings; prepares material, including budgets; publishes documents; provides an information service; and may, when authorized by the PEC, represent the Association in conferences, etc.

ASSOCIATED BODIES

Special Advisory Committees, on which all contracting parties and the Secretariat are represented and which may include outside expert advisers, cover a variety of fields of activity. The following advisory committees are in existence:

Statistics
Origin
Transport
Nomenclature
Monetary matters
Customs questions
Agriculture
Industrial development

Industrial Sector Meetings organised by the PEC and grouping representatives of particular industries from member countries and assisted by the Secretariat are becoming increasingly important as instruments for influencing policy in the industrial sectors concerned. Sector Industrial Meetings already held or to be held in 1964 include: petro-chemicals, mechanical industries, glass, food, chemicals and pharmaceuticals, paper and cellulose, wood and wood manufactures, the motor industry, rubber, refrigerating machinery, chemical products (divided into plastics, fertilisers, industrial chemicals and synthetic fibres) iron and steel, railway material, agricultural machinery, construction machinery and textiles. The majority of meetings are held in Montevideo, but some have been held in other member states.

OBJECTIVES AND PROVISIONS

The Treaty aims at promoting the economic industrial and commercial development of Latin America by means of measures designed to liberalise and expand trade and to encourage integrated industrial development.

Liberalization of Trade

The Treaty provides for complete liberalisation of substantially all trade between member countries after twelve years, i.e. by June 1973. To this end each Contracting Party commits itself to grant to all the other Contracting Parties reductions in tariffs and charges on a list of products (the *NATIONAL LISTS*), the value of such concessions reaching at least 8 per cent (calculated on a basis of weighted averages described below) for each year that the Treaty has been in force. National Lists are negotiated annually and concessions granted on products included in each country's National Lists are available to all other member countries. These negotiations are on a product by product basis, each country's National List being different; and concessions may grant partial or total exemption from tariffs and charges.

Contracting Parties also undertake to negotiate a *COMMON LIST* in four stages at three year intervals, the first list falling due to be negotiated in May 1964. The first stage is to cover 25 per cent of intrazonal trade, the second 50 per cent, the third 75 per cent and the last substantially all this trade. The inclusion of goods in the Common List, which is the same for all member countries and must therefore be adopted unanimously, imposes an obligation on member countries to free the goods included totally from all trade restrictions after the Treaty has been in force for twelve years, the actual date being June 2, 1973. Inclusion of goods in the Common List is irrevocable, as opposed to the National Lists which may be modified by negotiating withdrawal of concessions.

The National Lists thus provide progressive immediate and reciprocal benefits to member states, while the Common List is designed to ensure that substantially all trade is totally freed at the end of twelve years.

Method of calculating value of concessions for inclusion in Lists

(a) National Lists

The Treaty stipulates that National Lists shall grant each year to member countries reductions in tariffs and other charges to a value of at least 8 per cent of the weighted average of such tariffs and charges in force for third countries. The weighted averages are worked out by applying successively to the total of imports from all sources (see note below) the tariffs and charges appropriate to (a) third countries and (b) LAFTA members. The total under (a) and the total under (b) are each expressed as a percentage of total imports; the difference between the two percentages is then expressed as a percentage of the larger (i.e. that relating to third countries). This last figure must be not less than 8 per cent for each year that the Treaty has been in force.

Note: The value of imports for the purposes of calculating the

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weighted average is the value of imports from all sources of those goods that are imported by the country concerned from other member countries plus goods that, although not previously imported from the zone, have been included in the country's National List in order to facilitate future imports.

An example may serve to make this clearer.

Suppose, for the sake of simplicity, that in the third year of operation of the Treaty a given Contracting Party's imports from other member countries and additional products which, though not yet imported from the zone, have been included in the National List, comprise five items only, as follows:-

Col. 1 Product	Col. 2 Average annual value of imports from all sources over preceding three years (U.S. $ thousands)	Col. 3 Incidence of Tariffs and charges to third countries		Col. 4 Incidence of Tariffs and charges to LAFTA	
		(a) %	(b) amount (U.S. $ thousands)	(a) %	(b) amount (U.S. $ thousands)
A	3,000	50%	1,500	40%	1,200
B	4,000	25%	1,000	20%	800
C	4,000	20%	800	15%	600
D	1,000	30%	300	Nil	—
E	8,000	5%	400	5%	400
Total	20,000		4,000		3,000

(In the above example Product E is included because it is imported from other LAFTA countries; but because it has not been included in the National List it enjoys no preference).

The weighted averages are obtained by taking the value of charges payable (Col. 3 (b) and Col. 4 (b)) as a percentage of total value of imports (Col. 2) i.e. the weighted average for third countries is:

$$\frac{4{,}000 \times 100}{20{,}000} = 20\%$$

and the weighted average for LAFTA is:

$$\frac{3{,}000 \times 100}{20{,}000} = 15\%$$

If therefore the weighted average for third countries is 20 per cent, and an annual 8 per cent of this multiplied over a three-year period equals 4.8 per cent then the maximum weighted average for LAFTA in the third year will be 15.2 per cent, as given in the above example. Therefore, if the weighted average has been established at 15 per cent for the Contracting Parties, according to our example it turns out that this exceeds the compromise established by the Treaty by just 0.20 per cent.

(b) Common Lists

For the Common List the 25 per cent figure is based on the percentage value of goods traded between member countries of the Association, using average values over the preceding three years. Thus the percentage value in zonal trade of each product traded is first calculated and the lists must include products which in total account for 25 per cent of this trade.

ESCAPE CLAUSES AND SPECIAL PROVISIONS

Limitation of concessions

Although as a general principle concessions once granted should be maintained, and no new tariffs or other charges brought into force in member countries should apply to goods already negotiated and included in National Lists, the Treaty provides for the possi-

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ANGLO-PERUVIAN TRADE BULLETIN

A regular monthly printed commercial bulletin is now being produced under the joint auspices of H.M. Embassy and the Peruvian British Trade Centre (an outpost of the Western Hemisphere Exports Council). The bulletin is distributed free. Firms in Britain who may have interests in the Peruvian market are invited to advertise in this bulletin. Details, Embajada Britanica, Casilla BLC, *Lima.*

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bility of exemptions in special cases. Thus a country wishing to withdraw a concession may negotiate this provided adequate substitute concessions are made. Countries may also plead balance of payments difficulties in justification of imposition of new charges or tariffs on products included in their National Lists and such action may be authorized provided due permission is sought from the Permanent Executive Committee.

The Treaty also allows member states to impose restrictions on imports of agricultural products and to take special measures to adjust prices of such products during the first twelve years that the Treaty is in force.

Special measures for Under-developed Countries

There is provision for the classification of member countries as relatively less developed; special concessions granted by Contracting Parties to such countries need not automatically be extended to imports from other member countries, thus permitting the grant of special privileges to assist economic development in the less developed countries. Paraguay and Ecuador are the only member countries so classified.

Chile, Colombia, Peru and Uruguay have been recognized as countries having a limited internal market and provision has been made (by a resolution of the Third Conference) for joint measures to be taken by the Contracting Parties to encourage the location in these countries of new industries, and expansion of existing industries, designed to supply the LAFTA market as a whole.

COMPLEMENTATION AGREEMENTS

LAFTA provides for the possibility of negotiating special agreements for the division of production within a particular industry between member countries with a view to concentrating production in economic units while still providing reciprocal benefits to signatories of such an agreement. As an example firms within a given industry, e.g. glass-making, of two (or more) member countries may propose an agreement whereby one type of glass is produced in country A and another type in country B; country A would agree to liberalise imports of the type of glass to be produced in country B and country B to liberalise imports of the type of glass to be produced in country A. Such an agreement would have to be approved first by the governments of countries A and B and subsequently by the PEC of LAFTA. The liberalisations granted by countries A and B would have to be extended to imports of the products concerned from any other member country; and any other member country would moreover have the right to join in the agreement. The agreement once approved would allow the expansion of production of the particular type of glass concerned in countries A and B on a larger scale than their national markets would allow. But it should be noted that under existing provisions a third country, not a party to the Complementation Agreement, could benefit from the concessions granted by countries A and B without giving anything in return. Complementation agreements should therefore preferably include as many member countries as possible in order to be effective; and each partner would normally seek to get part of the production of the given industry allocated to itself.

Senator Miguel Damment of Peru (right) being shown the operation of the packing machine at the Basildon factory of Carreras Ltd., during his recent visit to the United Kingdom as a guest of H.M. Goverment.

Complementation agreements are complicated things to negotiate. So far (March 1964) only two have actually been signed: one deals with the production of punched card office machinery and involves Brazil, Argentina, Chile and Uruguay; the other deals with electronic valves and includes Argentina, Brazil, Chile, Mexico and Uruguay.

Complementation agreements under consideration include the motor industry (the principal promoters being Brazil, Argentina and Chile with Uruguay as a possible fourth); glass; paper; and television cathode ray tubes.

The initiative for complementation agreements comes mainly from private companies operating in the area; and international firms having subsidiaries in various member countries are prominent in this activity. Preliminary negotiations are often kept confidential in order to leave the field as free as possible to the promoters until the project is well launched.

INDUSTRIAL SECTOR MEETINGS

These meetings bring together representatives of particular industries from all member countries to discuss the situation in each industry throughout the area and examine the possibilities that exist

IMPORT

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for integrated development and for complementation agreements. They also serve the useful purpose of letting the industrialists concerned (and the Secretariat of LAFTA) get to know each other and each other's problems. They complement the work of the Special Advisory Committee on Economic and Industrial Development one of whose tasks is to seek fields for new industrial development that can be planned with a view to supplying the whole LAFTA market.

PLANNING ACTIVITIES

LAFTA and its Advisory Committees are assisted in their tasks of planning and research by experts provided by the Economic Commission for Latin America, the Organisation of American States and the Inter-American Development Bank.

REFERENCE MATERIAL

Very little reference material on LAFTA is available, and practically none in English. The most important document from the point of view of *exporters* is the Consolidated List of Concessions which groups in one volume all the National Lists of individual member countries and shows in a comparative form the tariffs and other charges applied to third countries and to member countries by each Contracting Party.

Translations into English of the Treaty of Montevideo and an Informative Manual on the Treaty of Montevideo can be obtained from the Secretariat of LAFTA. The consolidated list of concessions may be purchased through the LAFTA Secretariat at a cost at present in the region of £2.

LAFTA HEADQUARTERS

The headquarters of LAFTA and seat of the PEC and of the Secretariat is in Montevideo where it is at present housed in the Victoria Plaza Hotel, Plaza Independencia, Montevideo. It is intended at some stage to build a headquarters building but for the time being no funds for this purpose are in sight.

General inquiries about the Latin American Free Trade Association should be addressed to Commercial Relations and Exports Department, Room 351, Board of Trade, 1 Victoria Street, London, S.W.1. Specific inquiries about tariffs, should be addressed to Export Services Branch, Room E.46, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4.

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LAFTA Export opportunities

The following are brief details of inquiries received by the Export Services Branch, Board of Trade, from importers in the Latin American Free Trade Association who wish to buy British products.

Country	Commodity
ARGENTINE	*Steel chain for moorings*
BRAZIL	*Shipbuilding equipment, steel tubes, instruments*
COLOMBIA	*Liquor fabrication equipment*
	Hand tools, hardware, metals, pipes, tools
	Mobile power plant
CHILE	*Over-run aircraft barriers*
ECUADOR	*Textile machinery*
	Garbage processing plant
	Brake fluid
MEXICO	*Equipment for Mexican Nuclear Energy Research Centre*
	Label printing machinery
	Vehicle breaking systems, hydraulic jacks (MUL)
	Equipment for Nuclear Research
PERU	*Cold storage plant*
URUGUAY	*High voltage towers*
	Highways improvement project

These details are from the 'Export Service Bulletin,' published daily and available to British exporters at £10 10s. per year. Copies of particular issues containing further details of the items referred to above can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, on remittance of cash with order of 2s. per copy. Further extracts from 'Export Service Bulletin' appear on page 1412 of this issue.

TRADE AND FINANCIAL ARRANGEMENTS

Tunisia and Turkey

THE TUNISIAN *Journal Officiel* of May 15 to 19, 1964, announced the renewal of the trade agreement between Tunisia and Turkey.

The agreement is renewed for a further period of one year from May 1, 1964. Quotas under the agreement remain unchanged.

The French text of the announcement may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

Tunisia and Japan

THE TUNISIAN *Journal Officiel* of May 1-5, 1964, published details of the renewed trade agreement between Tunisia and Japan.

The agreement has been renewed for a further year from April 1, 1964. Quotas under the agreement remain unchanged.

Details may be obtained from Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

British Trade Commissioner in Calcutta

THE TELEGRAPHIC address of the office of the British Trade Commissioner in Calcutta has been changed. The new address is 'Tradcom, Calcutta'.

REGIONAL HELP FOR EXPORTERS

The services of the Export Sections of the Board of Trade Regional Organizations are freely available to you. Each of these Export Sections is closely linked with the Board of Trade Headquarters and thus with the Overseas Offices of H.M. Government, The Controller and his staff will give you all possible help in your efforts to sell your goods overseas.

Information for exporters

Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin'.

The Bulletin, published daily, is available to manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H35, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

CALLS FOR TENDER

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, (Tel. City 5757, Extension 404 and 406). Please quote reference numbers in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.

Tender documents are available on loan in those cases marked with an asterisk.*

AUSTRALIA

Electrical Distribution Equipment for Mount Isa Mines Ltd. Closing date not known. E.S.B. 18059/64.

Bridge Construction for Department of Main Roads, Sydney. July 21. E.S.B. 18342/64.*

Transformers for Snowy Mountains Hydro-Electric Authority. July 15. E.S.B. 18323/64.*

Transformers for Electricity Commission of New South Wales. August 3. E.S.B. 18316/64.*

Cairns Regional Electricity Board:
- **Fuse Mounts.** July 15. E.S.B. 18353/64.*
- **Insulator Units.** July 8. E.S.B. 17639/64.*

Postmaster General's Department, Melbourne:
- **Spanners.** August 11. E.S.B. 18010/64.*
- **Telephone Parts.** (Further Information.) July 28. E.S.B. 15938/64.*

State Electricity Commission of Queensland:
- **Switchgear.** July 22. E.S.B. 17381/64.*
- **Generating Plant.** July 22. E.S.B. 18362/64.*
- **Gas Producing Plant.** July 22. E.S.B. 18361/64.*

BELGIUM

Construction of a Dry Dock for Municipality of Antwerp. July 23. E.S.B. 17386/64.

BURMA

Contractors Equipment for Defence Department. July 15. E.S.B. 18506/64.*

Electrical Equipment; Hand Tools; Paint; Watches for Electricity Supply Board. July 27. E.S.B. 18325/64.*

People's Stores Corporation:
- **Cotton Yarn.** July 7. E.S.B. 18332/64.*
- **Paper and Board.** July 15. E.S.B. 17679/64.*
- **Pneumatic Loaders.** July 7. E.S.B. 18013/64.*
- **Gear Cutters.** July 8. E.S.B. 18016/64.*
- **Rivetting Hammers.** August 17. E.S.B. 18326/64.*
- **Saw Mill Accessories.** July 7. E.S.B. 18327/64.*
- **Umbrella Cloth.** July 8. E.S.B. 18505/64.*

CEYLON

Incubators for Ministry of Health and Housing. September 4. E.S.B. 18018/64.*

Filtration Plant and Pumping Station for Ministry of Local Government and Home Affairs. (Further Information.) Tender documents now available. E.S.B. 17322/64.*

Vehicles for Ceylon Transport Board. July 11. E.S.B. 18017/64.*

COLOMBIA

Storage Tanks for Industria Licoren de Caldas. (Further Information.) Closing date postponed to July 15. E.S.B. 14643/64.

Transformers and Sub-station Equipment for Empresas Publicas de Medellin. August 17. E.S.B. 17643/64.*

EGYPT

Processing and Canning Plants for General Organization for Industrialisation. October 20. E.S.B. 18338/64.*

Radio Communication Equipment for Radio Communications Administration. (Further Information.) September 1. E.S.B. 1367/64.*

Steel Beams for Egyptian Railways. August 15. E.S.B. 18061/64.

FORMOSA

Central Trust of China:
- **Control Panels for Pumps.** July 10. E.S.B. 18064/64.*
- **Analytical Balance; Tube Furnace.** July 17. E.S.B. 18320/64.*
- **Air Humidifiers.** July 17. E.S.B. 18319/64.*
- **Steel Channels.** (Further Information.) E.S.B. 7543/64.*
- **Steel Plates.** July 24. E.S.B. 18352/64.*
- **Lead Plates and Ingots.** July 15. E.S.B. 18062/64.*
- **Measuring Instruments.** July 11. E.S.B. 18063/64.*
- **Heat Exchanger Tubes.** July 14. E.S.B. 18334/64.*
- **Mild Steel Plates.** July 13. E.S.B. 18335/64.*
- **Testing and Electrical Instruments.** July 14. E.S.B. 18336/64.*
- **Rotary Cutting Knives.** July 13. E.S.B. 18337/64.*
- **Switchgear.** July 16. E.S.B. 18349/64.*
- **Payloaders.** July 21. E.S.B. 18318/64.*
- **Ethyl Mercury Phosphate.** July 16. E.S.B. 18346/64.*
- **Insecticides.** July 16. E.S.B. 18347/64.
- **Carbon Steel Plates.** July 14. E.S.B. 18065/64.*
- **Paraffin Wax.** July 11. E.S.B. 18348/64.
- **Motor Control Centre.** July 15. E.S.B. 18322/64.*
- **Instrument Tubing Cable.** July 8. E.S.B. 17653/64.*

FRANCE

Installation of Central Heating for Direction de l'Architecture et des Affaires Domaniales. July 20. E.S.B. 18023/64.

Uniforms for Direction du Personnell, Paris. July 7. E.S.B. 18024/64.

GABON

Road Works for Ministere des Travaux Publics. (Further Information.) E.S.B. 11514/64.*

GHANA

Pumps; Generating Plant for Ghana Supply Commission July 12. E.S.B. 18025/64.*

GREECE

Machinery and Equipment for Dairy Plant for Agricultural Bank of Greece. Closing date postponed to July 15. E.S.B. 15259/64.

Surgical and Microbiological Instruments for Institute of Social Insurance. July 4. E.S.B. 18055/64.

Ministry of Trade:
- **Drawing Material.** July 10. E.S.B. 18351/64.*
- **Electronic Tubes.** August 10. Tender documents, part English, part Greek available. E.S.B. 18321/64.*
- **Radio Telephone Apparatus.** August 24. E.S.B. 18317/64.
- **Railway Sleepers.** July 23. E.S.B. 18054/64.*
- **Snow Clearance Machines.** August 4. E.S.B. 18052/64.*
- **Tabulating Cards.** July 24. (Further Information.) E.S.B. 16591/64.*
- **Truck.** July 9. E.S.B. 18051/64.*

INDIA

G.C.I. and G.P. Sheets for Roads and Buildings Division. July 15. E.S.B. 18390/64.

Steel Wire Rods for Gujarat Electricity Board. July 20. E.S.B. 18354/64.

Stoking Units for Central Railways. Closing date postponed to July 20. E.S.B. 9887/64.*

Works Construction for National Mineral Development Corporation Ltd. July 10. E.S.B. 18313/64.

Weir Gates for Machhu Irrigation Division. July 15. E.S.B. 18391/64.

Procurement Circle, Talwara Township:
- **Cranes.** (Further Information. E.S.B. 17691/64.
- **Thermotector.** August 19. E.S.B. 18394/64.

Directorate of Supplies and Disposals:
- **Machine Tool.** July 28. E.S.B. 18040/64.*
- **Tapping Machine.** July 22. E.S.B. 18039/64.*

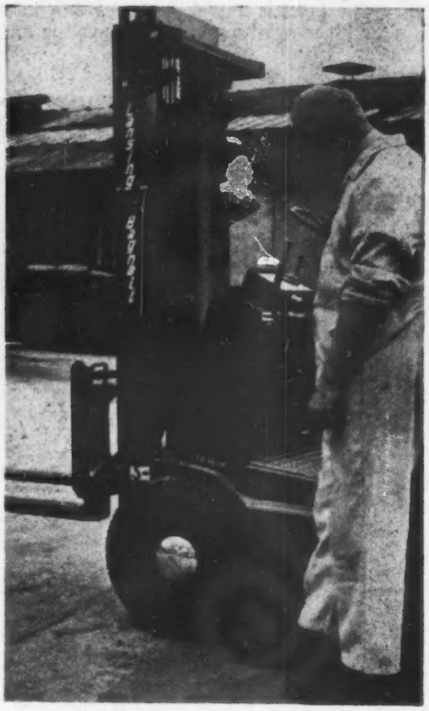
Atomic Energy Establishment, Trombay:
- **Potentiostat.** July 22. E.S.B. 18378/64.
- **Servoscope.** Tender documents now available. E.S.B. 17037/64.

Maharashtra State Electricity Board:
- **Survey Instruments.** July 10. E.S.B. 18356/64.
- **Workshop Equipment.** July 13. E.S.B. 18357/64.

UP State Electricity Board:
- **Earthing System.** July 29. E.S.B. 18307/64.
- **Generating Sets; Switchgear.** August 10. E.S.B. 18532/64.

Bombay Port Trust:
- **Steel Pipes.** July 30. E.S.B. 18310/64.
- **Gates Valves.** July 30. E.S.B. 18311/64.
- **Steel Pipes.** July 30. E.S.B. 18309/64.
- **Wire Rope.** July 28. E.S.B. 18312/64.

British fork truck for Moscow



A Lansing Bagnall Ltd., Rider electric fork truck, Rapide FOER 5, being examined before shipment to Moscow where it will be on display at the 'Role of the Industrial Designer in Industry' exhibition to be staged from August 20 to September 20. The exhibition is being sponsored by the Foreign Office and produced by the Central Office of Information in cooperation with the Council of Industrial Design, and staged in an agreement with the All-Union Scientific Research Institute of Industrial Design of the USSR.

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IRAN

Anti-Freeze for Ordnance Department. July 22. E.S.B. 18049/64.*

Fertilizers for Office of Bengah Shimiai. August 16. E.S.B. 18093/64.*

Radio Valves for Ministry of P.T.T. July 12. E.S.B. 18048/64.*

Iranian State Railways:
- **Ice Making Plant.** September 16. E.S.B. 18047/64.*
- **Railway Equipment.** August 31. E.S.B. 18046/64.*

IRAQ

Aluminium Wrapping Paper for Dairy Products Administration. August 1. E.S.B. 18091/64.

Steel Sheets for Government Oil Refinery Administration. July 11. E.S.B. 18301/64.

Ministry of Communications:
- **Building Projects.** (Further Information.) E.S.B. 15526/64.
- **Electronic Equipment.** (Further Information.) E.S.B. 15532/64.

Ministry of Defence:
- **Vehicle Spares.** August 9. E.S.B. 18303/64.*
- **Vehicle Spares.** August 9. E.S.B. 18302/64.*
- **Vehicle Spares.** August 9. E.S.B. 18304/64.*
- **Vehicle Spares.** August 9. E.S.B. 18305/64.*

IRISH REPUBLIC

Pumping Plant for Roscommon County Council. July 14. E.S.B. 18358/64.

Racking and Pallets for Dublin Port and Docks Board. July 13. E.S.B. 18360/64.

Sewerage Scheme for Limerick County Council. July 24. E.S.B. 18359/64.

KENYA

East African Railways and Harbours:
- **Goods Wagons.** Closing date not known. E.S.B. 18081/64.
- **Goods Wagons.** Closing date not known. E.S.B. 18082/64.
- **Wire Rope; Mechanical Splicing Press.** Closing date not known. E.S.B. 18383/64.

KUWAIT

Ministry of Electricity and Water:
- **Pipes and Fittings.** July 12. E.S.B. 18042/64.*
- **Water Coolers and Accessories.** July 8. E.S.B. 18041/64.*

LEBANON

Cast Iron Pipes for Beirut Water Board. August 19. E.S.B. 18066/64.*

Equipment for a Control System for The Electricity Board. July 18. E.S.B. 17769/64.

MALAYSIA

Public Utilities Board, Electricity Dept.:
- **Joint Boxes.** July 7. E.S.B. 18075/64.*
- **Electrical Equipment.** July 7. E.S.B. 18074/64.*
- **Pipes and Fittings.** July 7. E.S.B. 18072/64.*

MOZAMBIQUE

Constructional Projects for Civil Aeronautical Department. July 8. E.S.B. 18510/64.

Tyres and Tubes for Ports, Railways and Transport Dept. July 20. E.S.B. 18511/64.

Public Works Department:
- **Housing Construction.** July 7. E.S.B. 18512/64.
- **School Construction.** July 7. E.S.B. 18513/64.
- **School Construction.** July 7. E.S.B. 18515/64.
- **School Construction.** July 7. E.S.B. 18514/64.

NEW ZEALAND

General Post Office:
- **Steam Cleaner.** July 23. E.S.B. 18341/64.*
- **Voice Carrier Equipment.** July 17. E.S.B. 18070/64.*

NIGERIA

Switchgear for Electricity Corporation. July 14. E.S.B. 18314/64.

PAKISTAN

Telegraph and Telephone Department:
- **Air-conditioning Equipment.** Tender documents now available. E.S.B. 17373/64.*
- **Air-conditioning Equipment.** Tender documents now available. E.S.B. 17372/64.*
- **Air-conditioning Equipment.** Tender documents and drawings now available. E.S.B. 17369/64.*
- **Telephones and Telegraph Stores.** Tender documents now available. E.S.B. 17374/64.

PORTUGAL

Mobile Cranes for Lisbon Port Administration. August 3. E.S.B. 18399/64.

SOUTH AFRICA

Road Rollers for Transvaal Provincial Tender Board. July 17. E.S.B. 18533/64.*

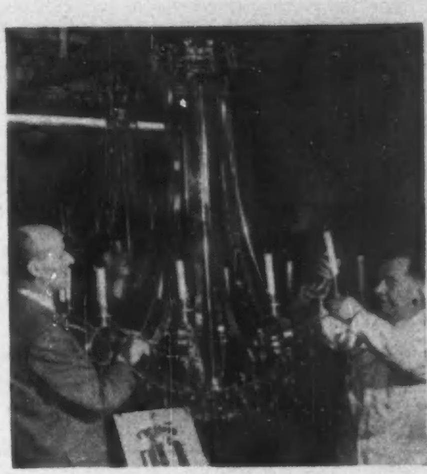
South African Railways:
- **Steel Wheels and Axles.** July 17. E.S.B. 18398/64.*
- **Steam Hammer.** July 17. E.S.B. 18397/64.*

State Tender Board, Pretoria:
- **Centrifuges.** July 15. E.S.B. 18536/64.*
- **Electric Cable.** July 14. E.S.B. 18343/64.*

SOUTH VIETNAM

Spinning and Weaving Machinery for Société d'Industrie Cotonniere du Vietnam. July 15. E.S.B. 18365/64.*

Central Purchasing Authority:
- **Motor-Cycle Spare Parts.** July 8. E.S.B. 18344/64.*
- **Tyres and Tubes.** July 14. E.S.B. 18371/64.*
- **Photographic Materials.** July 14. E.S.B. 18380/64.*



Mr. L. W. A. Davis, (left) Atlas Lighting's Special Fittings Consultant is seen inspecting a silver and crystal chandelier, part of a range specially made by Thorn Electrical Industries Ltd., for the official residence of the Prime Minister of Jamaica. The original design for the fittings was conceived by Mrs. Joanne Sibley, who is an interior designer in Jamaica.

SOUTHERN RHODESIA

City of Salisbury:
- **Vehicle.** July 7. E.S.B. 18084/64.*
- **Vehicle (Beer Tanker).** July 7. E.S.B. 18083/64.*

Electricity Supply Commission:
- **Insulator Fittings.** July 23. E.S.B. 18036/64.*
- **Stay Rods; Bows; Thimbles and Base Plates.** July 16. E.S.B. 18035/64.*

Government Tender Board:
- **Pharmaceuticals.** July 10. E.S.B. 18079/64.*
- **Tractors.** July 10. E.S.B. 18078/64.*
- **Poplin Shirting.** July 10. E.S.B. 18080/64.*

continued on next page

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SPAIN

Perforating Machines; Radioelectric Equipment; Teleprinters for Direccion General de Telecomuhicacion. (Advance Information.) Closing dates: (1) July 27; (2) July 24; (3) July 23. E.S.B. 18045/64.

Ministry of Public Works:
Construction and Dredging Projects. July 7 to 9. E.S.B. 18367/64.
(1) Cranes; (2) Sheds; (3) Tractor. (1) and (2) July 12; (3) July 11. E.S.B. 18381/64.

SUDAN

Sudan Railways Stores:
Goods Sheds. Tender documents now available. E.S.B. 16891/64.*
Lubricating Oil. July 8. E.S.B. 18368/64.*

SWEDEN

Transformer for Municipal Electricity Works. August 16. Tender documents in Swedish available. E.S.B. 18363/64.*

THAILAND

Filtering Cloth for National Economic Development Co. Ltd. July 23. E.S.B. 18387/64.

State Railway:
Bogie Oil Tank. September 15. E.S.B. 18094/64.
Out-door Luminaires. July 8. E.S.B. 18384/64.

TUNISIA

Cable for Société Tunisienne de l'Electricite et du Gaz. July 7. E.S.B. 18306/64.*

TURKEY

Hoist for Karabuk Iron and Steel Works. August 1. E.S.B. 18044/64.*
Pumps for State Hydraulic Works. July 20. E.S.B. 18086/64.*

URUGUAY

Transmission Line Accessories for Usinas Electricas y Los Telefonos del Estado. August 4. Tender documents in Spanish available. E.S.B. 18507/64.*

VENEZUELA

Equipment for Gas Pipeline for Corporation Venezolana de Petroleo. July 15, July 20 and July 30. E.S.B. 18382/64.

YUGOSLAVIA

Road Construction for the Directorate for the Construction of the Adriatic Highway. (Prequalification Information.) Apply by July 27. E.S.B. 18350/64.

Agency and export opportunities, market reports, etc.

Further details of the items referred to below can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (City 5757, Ext. 427). Please quote reference numbers in all inquiries

Australia
Agency inquiry for gums. (E.S.B. 18210/64.)
Agency inquiry for industrial vacuum cleaning equipment. (E.S.B. 18220/64.)
Agency inquiry for engineering and hardware lines; builders supplies; stationery supplies; surgical equipment; jewellery. (E.S.B. 15068/64.)
Inquiry for egg grading machines. (E.S.B. 18229/64.)
Inquiry for hardware; tools. (E.S.B. 16778/64.)
Inquiry for babywear; nursery equipment. (E.S.B. 9637/64.)
Joint venture – consumer goods; light engineering products. (E.S.B. 8237/64.)

Austria
Agency inquiry for fishing tackle; inflatable mattresses. (E.S.B. 18237/64.)
Agency inquiry for machine tools. (E.S.B. 18236/64.)
Agency inquiry for first aid items. (E.S.B. 18238/64.)

Belgium
Joint venture – packaging and machinery. (E.S.B. 18433/64.)

Bolivia
Inquiry for office equipment. (E.S.B. 18103/64.)

British Honduras
Inquiry in respect of hotel expansion. (E.S.B. 18245/64.)
Inquiry for rope making plant. (E.S.B. 18243/64.)

Canada
Agency inquiry for jewellery. (E.S.B. 18116/64.)
Agency inquiry for concrete products and accessories; domestic hardware; furnishings. (E.S.B. 15442/64.)
Agency inquiry for blocks and tackle; wheels. (E.S.B. 17835/64.)
Agency inquiry for embroidered cottons. (E.S.B. 17418/64.)
Inquiry for mill waste. (E.S.B. 17812/64.)
Inquiry for marine equipment. (E.S.B. 17842/64.)
Inquiry for men's shirts. (E.S.B. 18129/64.)
Inquiry for structural steel. (E.S.B. 17785/64.)
Inquiry for architectural metal work; hardware. (E.S.B. 5896/63.)
Inquiry for electrical equipment. (E.S.B. 18173/64.)
Inquiry for foodstuffs – further information. (E.S.B. 8290/64.)

Egypt
Inquiry for railway equipment; rail cars; electrical equipment; insulating materials; C.I. water pipes. (E.S.B. 17941/64.)

France
Agency inquiry for knitwear. (E.S.B. 18211/64.)
Agency inquiry for crystallised fruits; corrugated packaging paper. (E.S.B. 18263/64.)
Agency inquiry for tools; hardware; household gadgets. (E.S.B. 15343/64.
Inquiry for aluminium tubes; steel tubing. (E.S.B. 16292/64.)
Inquiry for paint rollers. (E.S.B. 12936/64.)

This insulated jug selected to appear in the Design Centre, London is made by Insulex of London.

Germany, Federal Republic of
Agency inquiry for refractory materials. (E.S.B. 15445/64.)
Agency inquiry for food preservatives. (E.S.B. 17942/64.)
Inquiry for electrode systems; T.V. tube equipment and materials. (E.S.B. 16664/64.)
Manufacture under licence – powder bases. (E.S.B. 17863/64.)
Import opportunity – azaleas. (C.R.E. 158/62.)
Import opportunity – cattle; beef. (C.R.E. 158/62.)
Import opportunity – fruit and nuts. (C.R.E. 158/62.)

Iran
Agency inquiry for cosmetics; fruit juice extractors; hair dryers; stationery; texiles. (E.S.B. 13588/64.)

Israel
Agency inquiry for electrical domestic appliances; catering equipment. (E.S.B. 17913/64.)
Agency inquiry for magnetic latches. (E.S.B. 6617/64.)

Italy
Agency inquiry for pharmaceutical products. (E.S.B. 17737/64.)

Italy/Norway
Trade Agreement. (C.R.E. 4668/G.)

Jamaica
Agency inquiry for piece goods; stockings; towels; leather belts. (E.S.B. 17954/64.)

Jordan
Inquiry for black welded pipes. (E.S.B. 17593/64.)

Kuwait
Inquiry for electrical equipment. (E.S.B. 804/63.)

Lebanon
Agency inquiry for men's underwear; stockings; raincoats. (E.S.B. 17869/64.)
Agency inquiry for galvanoplastic products; industrial chemicals; fertilizers; insecticides. (E.S.B. 18000/64.)
Inquiry for bottling plant; sanatoria and health resort equipment. (E.S.B. 17890/64.)

Malaysia
Agency inquiry for photo-copying machine; sensitized papers. (E.S.B. 17981/64.)
Inquiry for diesel engines; fibre glass hulls; patrol boats. (E.S.B. 18250/64.)

Mexico
Inquiry for equipment for nuclear energy research. (E.S.B. 18452/64.)

New Zealand
Inquiry for electronic equipment; coin mechanisms; television equipment; condensers. (E.S.B. 13596/62.)

North America
Visits of department store buyers. (E.S.B. 506/64.)

Norway
Agency inquiry for confectionery. (E.S.B. 17284/64.)

Pakistan
Inquiry for forged hand tools; tool making machinery. (E.S.B. 18154/64.)

South Africa
Agency inquiry for salmon. (E.S.B. 17985/64.)
Inquiry for industrial materials. (E.S.B. 9796/64.)
Inquiry for air conditioning plant; heating equipment; electrical equipment; steel fabrication. (E.S.B. 15857/64.)

Spain
Inquiry in respect of fruit and vegetable canning industry. (E.S.B. 17871/64.)

Sudan
Agency inquiry for domestic refrigerators. (E.S.B. 17850/64.)

Sweden
Agency inquiry for yarns. (E.S.B. 17955/64.)

Switzerland
Agency inquiry for caravans. (E.S.B. 18241/64.)
Market report on optical instruments. (E.S.B. 18124/64.)

Syria
Inquiry for chandeliers; figurines; nickel plated ware; perambulators; plastica flowers. (E.S.B. 14505/64.)

Tunisia
Inquiry for plant for manufacturing batteries. (E.S.B. 17885/64.)

Turkey/Czechoslovakia
Trade Agreement. (C.R.E. 7652/G.)

United States
Agency inquiry for chocolates. (E.S.B. 6984/64.)
Agency inquiry for industrial raw materials. (E.S.B. 17939/64.)
Agency inquiry for hand tools. (E.S.B. 18132/64.)
Agency inquiry for giftware. (E.S.B. 18139/64.)
Inquiry for fancy dress items; flags; household novelties; knitted goods; toys. (E.S.B. 17967/64.)
Inquiry for confectionery. (E.S.B. 32847/63.)
Inquiry for deck chairs. (E.S.B. 17232/64.)
Inquiry for wire rope. (E.S.B. 17873/64.)
Inquiry for steel bars and tubing. (E.S.B. 17856/64.)
Manufacture under licence – armament control systems; navigation equipment; radar. (E.S.B. 17754/64.)
Manufacture under licence – voltage regulators; generators. (E.S.B. 17827/64.)

Uruguay
Inquiry for high voltage towers. (E.S.B. 17446/64.)
Inquiry in respect of highways improvement project. (E.S.B. 11157/64.)

Various Countries
The United National Special Fund. (G.D. 183/1964.)

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House*, 35 *Old Bailey, London, E.C.4. This is a modern well-equipped library of over* 85,000 *volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering* 150 *countries, and an expanding collection of trade catalogues of foreign manufacturers.*

The library opens from 9 *to* 5.30, *Mondays to Fridays. Tel. City* 5757, *Ext.* 368, *or Telex No.* 25977.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

▶ *The Lists of Tariff, Customs and import regulation changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN ECONOMIC COMMUNITY

Tariffs in the EEC

THE *Journal Officiel des Communautés Européennes* dated June 10, contains the text of a Decision taken by the Council of the European Economic Community to temporarily suspend or modify the Common Tariff applicable to the products listed below, i.e. total suspension for five products and partial suspension to the duties indicated for the remainder. The Decision covers the period to December 31, 1964.

Tariff Heading	Description of Goods	Common Tariff
ex 28.30 A VII	Titanous chloride	Total suspension
ex 29.01 D VI	Vinyltoluene	6%
ex 29.13 D I	3β -Hydroxpregn-5-en-20-one	3%
ex 29.13 D I	3β :17α -Dihydroxypregn-5-en-20-one	3%
ex 29.13 D I	11β :21-Dihydroxypregna-1:4:17(20)-trien-3-one	6%
ex 29.13 D I	11β :21-Dihydroxypregna-4:17(20)-dien-3-one	6%
ex 29.13 D I	3β -Hydroxyandrost-5-en-17-one	3%
ex 29.13 E	16α : 17α - Epoxy - 3β - hydroxy - 16β - methylpregn-5-en-20-one	3%
ex 29.14 A II c 5	16 : 17 - Epoxy - 3β - hydroxypregn - 5 - en - 20 - one acetate	3%
ex 29.14 A II c 5	17α : 21 - Dihydroxy - 16α - methylpregna - 1 : 4:9(11)-triene-3:20-dione 21-acetate	6%
ex 29.14 A II c 5	11α : 17α : 21 - Trihydroxy - 16α - methyl - 5α - pregnane - 3 : 20 - dione 21 - acetate 11 - toluene-p-sulphonobe	6%
ex 29.29	3β - Hydroxypregna - 5 : 16 - dien - 20 - one acetate oxime	3%
ex 29.31 B	Thiodi (di*sec*amyl phenol)	6%
ex 29.35 O	γ-Picoline	6%
ex 29.35 O	Diosgenin	Total suspension
ex 29.35 O	1:4-Diazabicyclo[2:2:2]octane	Total suspension
ex 29.35 O	2-Methylthio-4:6-di(*iso*propylamino)*sym*triazine	6%
ex 29.38 B I	Pyridoxine hydrochloride	4%
ex 29.41 A	Digitalins	6%
ex 29.41 D	Pure squill glucoside	6%
ex 29.41 D	Calcium salt of sennosides A and B	6%
ex 29.42 C VIII	Alkaloids of ergot of rye, their salts, ethers, esters and other derivatives	6%
ex 30.01 B	Intrinsic Factor	Total suspension
ex 38.05 B	Tall oil other than crude, to be used in the manufacture of synthetic rubber	Total suspension (a)
ex 39.03 E I b	Hydroxypropylmethylcellulose	8%

(a) Classification in this sub-heading is subject to conditions to be determined by the competent authorities.

(*continued on next page*)

The situation abroad

Many businessmen have learned to value the reports on economic, political and social developments in countries overseas that are published regularly by our Intelligence Department. Seventy countries are covered by the series, and each report is normally revised every six months. In addition, reports are being published on a growing number of the more important commodities in world trade.

Territories covered in recently published reports include Canada, France, India, Portugal, Switzerland and the six republics of Central America. Reports have also been issued recently on Coffee and Timber. Any or all of these can be obtained through any branch of the Bank, or from any of the Foreign Branches listed below. And if you wish we shall be happy to put your name on the mailing list to receive all reports as they appear.

London: Chief Foreign Branch,
168 Fenchurch Street, EC3
West End Foreign Branch,
1 Pall Mall East, SW1
Birmingham: 61 Colmore Row
Bradford: 25 Kirkgate
Cardiff: St. David's House,
10 Wood Street
Liverpool: 38 Old Hall Street
Manchester: 94 Portland Street
Nottingham: 15 Victoria Street
Southampton: Grosvenor House,
18/20 Cumberland Place

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EEC, continued

The present Council Decision also provides that the Common Tariff on Crude Guanine (paste derived from fish scales and other fish waste, containing mineral oil, of a type used in the manufacture of pearl essence) of the sub-heading ex. 38.19 Q is totally suspended until December 31, 1965.

Rules of Competition

THE *Journal Officiel des Communautés Européennes* dated June 10, contains the text of a Decision taken by the Commission of the European Economic Community concerning the application submitted by a Belgian company for 'negative clearance' under the provisions of Article 2 of Regulation No. 17 in respect of an agreement made with a United States concern. An unofficial translation of Regulation No. 17, the first implementing regulation pursuant to Article 85 and 86 of the Treaty of Rome was published in the *Board of Trade Journal* of March 9, 1962 (page 514).

The following is an unofficial translation of the Commission's Decision. Attention is drawn to the fact that the French text is the only authoritative text.

DECISION BY THE COMMISSION
of June 1, 1964
on an application for negative clearance submitted in accordance with Article 2 of Regulation No. 17 (IV-A/12,868)
(Only the French text is authoritative)
(64/344/CEE)

THE COMMISSION OF THE EUROPEAN ECONOMIC COMMUNITY,

Having regard to the treaty establishing the European Economic Community, and in particular Article 85,

Having regard to Regulation No. 17 of February 6, 1962, and in particular Article 2,

Having regard to the application for negative clearance submitted by the limited company under Belgian law known as Anciens Etablissements Mertens et Straet, Brussels, Belgium, in accordance with Article 2 of Regulation No. 17, asking the Commission to declare that there is no ground for it to intervene in pursuance of Article 85, paragraph 1, of the Treaty in respect of the contract made on October 1, 1953 (amended on January 25, 1963) between the applicants and the Bendix International Division of the Bendix Corporation, New York (N.Y.), United States of America,

After consulting the Consultative Committee on Restrictive Trade Agreements and Domination of Markets, in accordance with Article 10 of Regulation No. 17,

I

Whereas the contract contains broadly speaking the following provisions:

The Bendix International Division of the Bendix Corporation ('Bendix') grant the applicant company Anciens Etablissements Mertens et Straet ('Mertens and Straet') a concession covering the distribution of the brakes, servo-brakes and accessories marketed by the former company.

The parties have made no agreement as to a sales territory.

Bendix reserve the right to appoint other distributors in the country in which Mertens and Straet have their registered office, and to sell the products covered by the contract directly to certain classes of purchasers, while the contract does not prohibit Bendix from also selling directly to purchasers not falling within those classes.

Mertens and Straet distribute, as independent traders, the products supplied by Bendix. The distributor must do whatever may be necessary or appropriate to promote and maintain Bendix's reputation and their favour with the public. In particular, he must use all reasonable means to provide a satisfactory service to persons acquiring and using the products, and keep the necessary stock of products to meet the demand.

The contract does not prohibit Mertens and Straet from selling products made by Bendix's competitors. Moreover the contract allows the distributor to determine his prices and conditions of sale freely.

II

Whereas a negative clearance can be issued, in accordance with the provisions of Article 2 of Regulation No. 17, if the Commission finds that on the basis of the information available to it there is no ground for it to intervene in pursuance of the provisions of Article 85 (1) of the Treaty in respect of the contract made between Bendix and Mertens and Straet;

Whereas Article 85 (1) of the Treaty stipulates that all agreements between undertakings which may affect trade between member states, and the object or effect of which is to prevent, restrict or distort competition within the Common Market, are incompatible with the Common Market and are prohibited;

Whereas the mere fact that the firm granting the concession is outside the Common Market is no impediment to the applicability of Article 85 of the Treaty, since the agreement produces effects within the Common Market;

Whereas the agreement is concerned with the grant by Bendix to Mertens and Straet of a concession for the distribution of the products covered by the contract;

Whereas the distribution concession has the following features, as far as the applicability of Article 85 (1) is concerned:

– Bendix have not undertaken to reserve for Mertens and Straet the supply of the products covered by the contract in a given territory, and in the current version the agreement does not even specify a sales territory;

– Bendix, as well as third parties, are at liberty to offer to any purchaser the products covered by the contract in the country in which Mertens and Straet are established, and indeed Bendix have expressly reserved that right in respect of a certain class of purchasers;

– Moreover Mertens and Straet are not required to confine their activities to a specified area and are not prohibited from buying or selling products competing with those covered by the contract;

Whereas the concession agreement in question is therefore not exclusive, and moreover not designed to ensure territorial protection;

Whereas the agreement does not contain restrictive clauses of any other nature; in particular, Mertens and Straet are allowed to determine their prices and conditions of sale freely and obligations restricting competition have not been imposed on them in the field of utilization of know-how or of industrial property rights;

Whereas accordingly the provisions of the agreement for which negative clearance has been requested are obviously not designed to prevent, restrict or distort competition;

Whereas moreover the Commission has no information which would justify the view that the agreement has the effect of preventing, restricting or distorting competition;

Whereas no opposition from third parties has been put forward as a result of the notice published in pursuance of Article 19 (3) of Regulation 17 in the *Journal Officiel des Communautés Européennes* of March 13, 1964;

And whereas, in these circumstances, the information available to the Commission does not at present justify the view that the object or effect of the contract in question is to prevent, restrict or distort competition within the Common Market, within the meaning of Article 85 (1); one of the conditions for Article 85 (1) of the Treaty to be applicable is not satisfied, and the negative clearance can accordingly be issued,

HAS TAKEN THIS DECISION:

Article 1

There is no ground for the Commission, on the basis of the information available to it, to intervene in pursuance of the provisions of Article 85 (1) of the Treaty establishing the EEC in respect of the agreement made on October 1, 1953, and amended on January 25, 1963, between the Société Mertens et Straet and the Bendix International Division of the Bendix Corporation.

Article 2

This decision is addressed to the Société Mertens et Straet, of Brussels.

Done at Brussels on June 1, 1964.

By the Commission
The President
WALTER HALLSTEIN

SPAIN

Customs duties

IN THE *State Gazettes* of May 15 and 28 respectively, the Spanish authorities announced the suspension of the following customs duties:

Tariff heading	Goods and quantities	Period of suspension
27.01 B	Anthracite for central heating and domestic use, up to 500,000 tons	To August 5, 1964
29.04-A.3	Secondary butilic alcohol, up to 2,000 tons	To May 18, 1965
47.01 B.1.b.	Chemical pastes for paper making, up to 2,000 tons	No time limit
29.04 A-1	Methyl alcohol, up to 10,000 tons	To May 28, 1965
28.08-A	Sulphuric acid (No quantity specified)	To August 28, 1964

These duties have been suspended to meet the needs of Spanish industry and to facilitate the building up of stocks.

Inquiries about this notice should be made to Export Services Branch, Board of Trade, Hillgate House, 35, Old Bailey, London E.C.4. (Telephone: City 5757. Ext. 460 or 462).

FRANCE

Imports of fish

THE FRENCH *Moniteur Officiel du Commerce International* of June 13 published an amendment to the regulations recently announced for the import of freshwater fish, frogs and river crayfish (see *Board of Trade Journal* of May 29, pages 1197 and 1199).

The certificate of origin, which must accompany the goods, was originally required to indicate the number of items per package and the net weight of these items. In certain circumstances it is now no longer necessary to indicate the number of items contained in each package, e.g. when the fish etc. are too small to be easily counted, or when only parts such as frogs' legs are being imported.

The French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

ALGERIA

Exemptions from import customs duties

THE ALGERIAN *Journal Officiel* of May 12, 1964, published a decree setting out the revised list of goods which, being imported for use in the Sahara Zone, are exempt from payment of customs duties. The list is as follows:

Tariff Number	Description
40-14	Other articles of unhardened vulcanized rubber.
44-23 B 1	Chalets, huts and similar constructions of wood, portable, in complete lots.
73-15 B IV c 1	Bars and rods, bars, cold-formed, of alloy-steel.
73-18	Tubes and pipes (and blanks therefor), of iron or steel, excluding high pressure hydro-electric conduits.
73-20	Tube and pipe fittings (joints, elbows, etc.) in cast-iron, iron or steel.
Ex 73-21	Structures, incomplete, whether or not assembled, and parts of structures, of iron, cast iron or steel.
73-22	Reservoirs, tanks, vats and similar containers, for all kinds of materials, of iron, cast-iron and steel, of a capacity of more than 300 litres.
73-40	Other articles of iron, cast-iron or steel.
82-03	Pliers, pincers, tweezers, tin snippers, bolt croppers and the like; perforating punches, pipe cutters, spanners and wrenches, files and rasps.
82-04	Other tools and hand-tools, excluding those in other heads of this chapter, anvils, etc.
82-05	Interchangeable tools for machine tools and for hand-tools, power-operated or not, including dies for wire-drawing, extrusion dies for metal and rock-drilling bits.
84-06	Spark-ignition or internal combustion piston engines.
84-10	Pumps, motor-pumps, and turbo-pumps for liquids, including non-mechanical pumps and dispenser pumps fitted with measuring devices; liquid elevators.
84-11	Air and vacuum motor or turbo pumps, and air or gas compressors and motor compressors, free-piston generators, ventilators and the like.
84-18	Centrifuges, filtering and purifying machinery and apparatus for liquids or gas.
84-22	Lifting, handling and loading machinery not falling within heading 84-23.
84-23	Excavating, boring, levelling and extracting machinery, etc.
84-56 c	Mixing and kneading machinery.
84-59	Machinery and mechanical appliances not falling within any other heading of this chapter.
84-61	Taps, cocks, valves and similar articles (including pressure reducing valves and thermostatically controlled valves) for pipes, boilers, tanks, vats and the like.
84-63	Transmission shafts, cranks, bearing housings, plain shaft bearings, gears and gearing (variable speed gears, etc.).
85-02	Electro-magnets, permanent magnets, magnetized or not, face plates and other magnetic or electromagnetic devices, etc.
87-01	Tractors, including winch tractors.
87-03	Automobiles for special purposes, other than those termed for transport.
88-02	Flying machines, gliders and kites; rotochutes.
88-03	Parts of goods falling within headings 88-01 and 88-02.
90-16	Drawing, marking out and mathematical calculating instruments, measuring and checking instruments, etc., not included elsewhere in this chapter profile projectors.
90-24	Instruments and apparatus for measuring, checking, or automatically controlling, flow, depth, pressure, etc, of gases or liquids, or for automatic control of temperature (manometers, thermostats, etc.).
90-27	Other counters, speedometers and tachometers, other than those falling within heading 90-14, including magnetic tachometers and stroboscopes.
90-28	Electrical measuring, checking, analysing or automatically controlling instruments and apparatus.

The French text of this Decree may be seen at Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

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JORDAN

Customs tariff amendments

THE FOLLOWING amendments have been made to the Jordanian customs tariff:

Tariff No.	Article	Unit Perception	New Rate
17/2 (b)	Glucose	Kgs.	15 fils
32/9	Varnishes and lacquers, etc.	*Ad val.*	45%
33/6 (b)	Toothpastes	*Ad val.*	25%
59/1 (a)	Sanitary towels	*Ad val.*	35%
60/4	Under garments, etc.	*Ad val.*	48%
61/4	Women's, girls' and infants' under garments .	*Ad val.*	48%
97/2	Dolls:		
	(1) Dolls made of wood or gypsum or oriental features and similar to Holy Land products	*Ad val.*	50%
	(2) Others	*Ad val.*	25%

All inquiries about this notice should be addressed to Export Services Branch (Tariff Section), Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460/462).

EAST AFRICA

Tariff changes

CERTAIN changes in Customs duties were announced by the Kenya Minister of Finance in his Budget speech on June 16. These provide for increased import duties in respect of certain prepared foodstuffs and still wines, cotton textiles and clothing, petrol and fuel oils, soap and razor blades. Similar increases will be applied in Tanganyika and Uganda.

Full details will be published as soon as possible and in the meantime inquiries should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 472).

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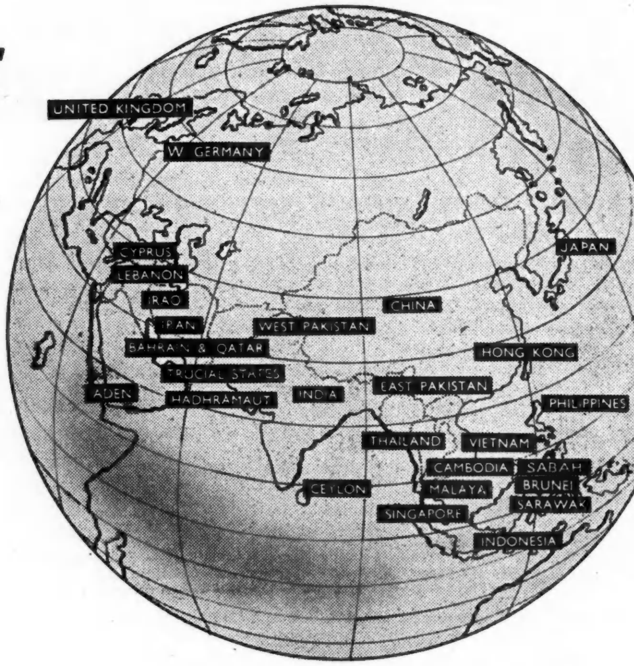
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ANGOLA

Import restrictions

With reference to the notice on port restrictions in Angola which appeared in the *Board of Trade Journal* on June 12, 1964, it has since been reported from H.M. Consulate General in Luanda that the single distribution of import licences announced in the Angolan press relate to a Regulation (Despacho) issued by the Provincial Secretary for Finance and Economics on December 26, 1963. It is believed that the purpose of this Regulation is to prevent the fraudulent transfer of currency out of Angola against import licences although no goods in fact were imported. To this end revalidation of date-expired import licences is authorized for purposes of clearance only, if they were granted before January 1, 1963. The Despacho goes on to lay down that:—

(a) the import transactions mentioned in the Regulation must be completed without fail by June 30, 1964;

(b) in compliance with paragraph (a), the endorsement of a licence extending its validity *for the purposes of clearance only* made in order to regularize such a transaction must not exceed the limiting date thus laid down;

(c) no extensions of validity or replacements of licences may be granted beyond the period fixed in paragraph (a): this implies, obviously, surrender to the Provincial Exchange Fund of the foreign exchange transferred abroad in the event of the importations concerned not being completed.

It has also been reported by H.M. Consulate General in Luanda that with regard to the 30 per cent cautionary deposit mentioned in the penultimate paragraph of the *Board of Trade Journal* notice of June 12, 1964, importers may, if they wish, increase their cautionary deposit by a further 10 per cent as a 'margin of tolerance'.

All inquiries relating to this notice should be addressed to Export Services Branch (Tariff Section), Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460, 462.)

SOUTHERN RHODESIA

Rebate of duty for manufacturing purposes

Southern Rhodesia Government Notice No. 405, published in the Southern Rhodesia *Government Gazette* of June 5, amends the Third Schedule (Manufacturers' Rebates) to the Customs and Excise (Industrial Drawbacks and Rebates) Regulations as follows:—

By the repeal, in that part relating to the Clothing Manufacturing Industry, of item (f) (v) in the item relating to piece goods and the substitution therefor of the following item under the appropriate headings as indicated—

Goods	Item	Effective Rate			
		Duty A	Duty B	Duty C	Duty D
(f) (v) knitted or woven, composed wholly of continuous filament yarn and weighing less than 3 oz. per square yard, for the manufacture of underwear .	76(f)	15%	15% or per sq	15% uare yard	Free
		£0 0s. 4½d. whichev	£0 0s. 3½d. er duty sh	£0 0s. 3½d. all be the	Free greater

PORTUGUESE EAST AFRICA (MOZAMBIQUE)

Liquidation of Indian assets

H.M. Consulate-General in Lourenço Marques have reported that the impending liquidation of the following Indian businesses has been announced. Claims against their assets must be submitted by July 20, 1964.

District of Lourenço Marques

Blavantrai Ranchodjee, Kalidas Kanji, Soma Bavla, Mangubhai Desai, Jaga Morar, Madjavji Harji.

District of António Enes

Velji Valji.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2340).

LIBERIA

Tariff changes

The Board of Trade have been notified of an amendment to the Liberian tariff increasing the import duty on beer with effect from August 1, 1963. The relevant section of the tariff is now as follows:

Schedule	Commodity Description	Unit	Previous rate of duty	Present rate of duty
3-15	Malt beverages:			
	(a) Beer	U.S. gal.	$1·92	$1·98
	(b) Ale, stout, porter and other, malt liquors . . .	Imp. gal.	$0·48	$0·48

Any inquiries about this notice should be addressed to Export Services Branch (Tariff Section), Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4.

REPUBLIC OF SOUTH AFRICA

Report on textile and clothing industries

A copy has been received of a supplementary report on the industrial potential of the textile and clothing industries in the Republic, issued by the South African Board of Trade and Industries.

Inquirers desiring further information on the report should write to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference CRE 3861/G.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 227A, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2656). Telegrams and cables should be addressed 'Boneblack, London.'*

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PAKISTAN

The Budget

THE PAKISTAN BUDGET was presented on June 12. In introducing the budget, the Minister of Finance emphasized that the Pakistan Government welcomed foreign private investment and said that there was absolutely no discrimination in treatment of Pakistani and foreign private investment. He referred to the policy of liberalizing imports and said that further liberalization will be announced for the next licensing period covering industrial raw materials like non-ferrous metals, dyes and chemicals, rubber, machinery and spare parts. He also announced that the Government will take powers to increase customs and excise duties if necessary during the coming financial year up to 25 per cent of the existing rate or 10 per cent *ad valorem*.

The main concessions announced in the budget are:

1. A 50 per cent reduction in the export duty on raw cotton and jute and the abolition of sales tax on cotton. Sales tax is also to be abolished on a number of other items.
2. The wealth tax, introduced last year, is withdrawn from private companies but the rates are to be increased for individuals.
3. Corporate tax is to remain unchanged but the rebate of 5 per cent allowed on companies with income up to 25,000 rupees is to be extended to companies with income up to 50,000 rupees.
4. The tax holiday for a foreign technician is to be extended from two years to three.
5. The tax holiday scheme for industrial firms is to be extended to 1970. The length of holiday is to be reduced but the scope will be increased beyond those industries using indigenous material.

The main impositions are:

1. Increased excise duty on cigarettes and a duty on car tyres and tubes.
2. Increased customs duties on a number of items, notably coal tar dyes and tyres and tubes.
3. A rehabilitation surcharge of 1 per cent on all goods subject to sales tax. This is to help finance the rehabilitation of refugees.

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BURMA

Films

THE INFORMATION Ministry of the Revolutionary Government of the Union of Burma has established an agency to be known as Motion Picture Agency Burma (MPAB). The object of this agency will be to import and distribute foreign feature and documentary films for public exhibition in Burma. It will buy prints direct.

AUSTRALIA

Revision of customs by-laws

THE AUSTRALIAN Department of Customs and Excise have announced changes in the By-laws shown below:

New and amended by-laws

The following goods will be admitted under the By-law Tariff until further notice:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
VEHICLE PARTS: The By-law relating to vehicle parts under Tariff Item 359 (E) (2) published in the *Board of Trade Journal* on May 24, 1963 (pages 1209–1210) is now amended: for use otherwise than as original equipment in vehicles of the type covered by Tariff Item 360 (D) under security, as follows: Engines, crude oil, high speed, of the compression ignition type or of the controlled (spark plug) ignition type, for replacement of internal combustion engine which in the opinion of the Minister have rendered reasonable service in Australia	359 (E) (2)	Free
By deleting from the Table of goods excluded when imported not fitted to any other component, the following: Coils, high tension ignition, 6 volt or 12 volt rating.		

Cancelled by-laws

The following goods are removed from the provisions of By-law entry and will now be classified under the substantive item indicated:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
MISCELLANEOUS MACHINES AND APPLIANCES, viz.: Perforating machines, electrically operated, for perforating cheques, vouchers, labels, cartons, wrappers and the like.	176 (F) (1)	27½% *ad val.*

(*Continued on next page*)

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AUSTRALIA, continued

Details of tariff changes

DETAILS ARE GIVEN below of the changes made in Customs Duties by the Australian Customs Tariff Proposals which came into effect on June 12, 1964. Deletions from and additions to the Customs Tariff are shown by square brackets and italics respectively.

Tariff Item	Goods	Former Duties			New Duties		
		British Preferential	Most-Favoured Nation	General	British Preferential	Most-Favoured Nation	General
280	Drugs and chemicals, viz.:						
	[(V) Phthalic esters, n.e.i., being chemicals, but not including cellulose acetate phthalate . *ad val.*	Free	7½%	7½%	17½%	30%	40%
	And, in addition, Temporary Duties as follows: per ton	£25	£25	£25			
	and, for each £1 or part thereof by which the f.o.b. price is less than £175 per ton . . *per ton*	£1	£1	£1	or { £45 *less* 12½%	£45 ..	£60 ..
					whichever rate returns the higher duty (Under new item 280 (V))		
	Provided that, in respect of such goods in direct transit to Australia on March 1, 1963, which are entered for home consumption on arrival, no temporary duty shall be payable]						
	(*V*) *Phthalic esters, but not including cellulose acetate phthalate* . . . . *ad val.*	Various (Under former item 280(V))			17½%	30%	40%
	or { *per ton* *less ad val.*				£45 12½%	£45 ..	£60 ..
	whichever rate returns the higher duty.						
359	Vehicles parts, viz.:						
	[(F) (1) High tension ignition coils, 6 volt or 12 volt rating] . . . . . *ad val.*	27½%	37½%	37½%	45%	55%	60%
					(Under new item 359 (F) (1) (a))		
	(*F*) (1) *High tension ignition coils*:						
	(*a*) *6 volt or 12 volt rating* . . . . *ad val.*	27½% (Under former item 359 (F) (1))	37½%	37½%	45%	55%	60%
	(*b*) *Other*. . . . . *ad val.*	No change (Under former item 359 (E) (2))			Free	7½%	7½%

Note: Specific rates are shown in Australian currency: £A125 = £ Sterling 100.

Decisions of tariff classifications

THE AUSTRALIAN Department of Customs and Excise have announced the following decisions on the application of the Australian Tariff:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
SCIENTIFIC INSTRUMENTS AND APPARATUS: Abacus of a quality intended for use in commercial houses . . . . NOTE: This decision does not include children's counting frames or any Abacus of inferior quality.	418 (C) (1)	Free

VENEZUELA

Customs classification amendment

THE BRITISH EMBASSY in Caracas reports that the Venezuelan Ministry of Finance has issued a resolution which has the effect of deleting water pumps for agricultural use from the list of goods qualifying for subsidized payment of 1·15 bolivars per U.S.$1 following the Exchange Control Decree of January 18, 1964. The above commodity now reverts to its former classification as follows:

Item No.	Description	Duty in bolivars per kilo gross
716.01.02	Pumps for water and other pumps for liquids n.e.s. . . .	0.001

NICARAGUA

Bonded warehouses

H.M. EMBASSY in Managua report that Compania Almacenadora del Pacifico (ALPAC), of Managua, Nicaragua, is licensed to act as as Customs Broker in Managua and Corinto, and is authorized to receive imported merchandise to be kept in deposit without paying Customs duties. The company has warehouses in Managua, Leon, Chinandega and Corinto.

Exporters in Britain must apply for a special permit from the Exchange Control Board, Banco Nacional de Nicaragua, which will instruct the Nicaraguan Consul at the port of shipment to legalize the commercial invoice if it states that the goods are consigned to ALPAC to be kept 'in bond'. In order to clear the goods from the warehouse, the Nicaraguan importer or the shipper must obtain a regular import permit. Partial withdrawals of consignments may be made, in which case the duty is payable only on the goods actually withdrawn, the rate of duty for all goods withdrawn being that applicable at the time of arrival of the consignment at the warehouse.

BRITISH GUIANA

Customs tariff amendment

THE CUSTOMS DUTIES (Amendment) Order, 1964 amends Part I of the British Guiana Customs Tariff by adding the following new proviso after the second proviso at the end of Division 99:

> Provided further that brassieres imported from all sources of a value not exceeding $18·00 per dozen C.I.F. (British West Indian Currency) shall be subject to an additional duty of $3.00 per dozen.

Inquiries about the above notice should be addressed to the Export Services Branch, Tariff Section, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

Reprints of the supplement, JAPAN – ITS ECONOMIC GROWTH AND THE PROBLEMS FACING IT

from the June issue of **FAR EAST TRADE & DEVELOPMENT** *are available on request.*

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ASSETS EXCEED $4,000,000,000

CHILE

Changes in import duties

IT HAS BEEN reported by H.M. Embassy in Santiago that the deposit required on imports of titanium dioxide has been reduced from 100 per cent to 50 per cent.

The following amendments should be made to Chile's List of Permitted and Prohibited Imports. The list was first published in the *Board of Trade Journal* of July 6, 1962, and amendments have appeared frequently in later issues.

Section	Group	Item	Category of Deposit	Percentage of tax Surcharge
VIII	39	Insert new item: Linoleum for flooring	—	—
IX	46	Insert new item: Pristanamycin, in capsules, in bulk	—	—
		Insert new item: Staphylococcus aureus antitoxin vaccine	—	—
X	55	Insert new item: Calibrated phosphor-bronze strip, in rolls, 10 to 16 cm. wide and 0·001 to 0·1 mm. thick	—	—
X	57/8	Insert new item: Sets or outlet or control valves for liquid gas cylinders of over 150 litres capacity. Eliminate item: Cylinders for gas derived from petroleum with a capacity of more than 150 litres of water	—	—
XI	61	(Prohibited List) Alter item: Mechanical vices with jaw widths of 4 ins. to 6 ins. inclusive. to read: Mechanical vices with jaw widths of 3½ ins. to 6½ ins. inclusive.	—	—
XI	61	Alter item: Tanks for storing liquid gas to read: Cylinders and tanks for storing liquid gas derived from petroleum with a capacity of more than 150 litres of water	—	—
		From the item: Domestic sewing machines of the table or portable type, complete heads for domestic sewing machines . . . . . . Delete the phrase: Complete heads for domestic sewing machines And insert new item: Complete heads for domestic sewing machines, their pieces and parts	—	—
XII	66	In the item: Chassis for buses, unassembled, S.K.D. . . . . . The last sentence should read: . . . . fuel and lubrication systems		
XIII	67	Insert new item: Asbestos yarns, up to 3 strands	—	—
XIII	72	Insert new item: Vulcanised rubber sheets of a maximum thickness of 1 mm. of the manufacture of rubber yarn	C	30
XIII	75	Cardboard impregnated with bakelite or other substances for making negatives for cliches	A	20
XIII	79	Teaching and special training equipment for the blind	B	10
XIII	79	Delete the item: Spare parts for office machinery with perforated card systems	—	—

PERU

Moratorium on Bills of Exchange

STRIKES and go slow tactics of bank employees have once again affected the commercial life of Peru. For nearly a month the Banks have been able to give no more than a restricted service to the public and merchants have been unable to meet their commitments. An abnormal situation has been created and the Superintendent of Banks has been obliged to give authority for a moratorium on Bills of Exchange which have fallen due since May 5. The moratorium will remain in force until the banking situation returns to normal.

CANADA

'Made in Canada' ruling

THE FOLLOWING RULING has been made for Canadian Customs purposes:

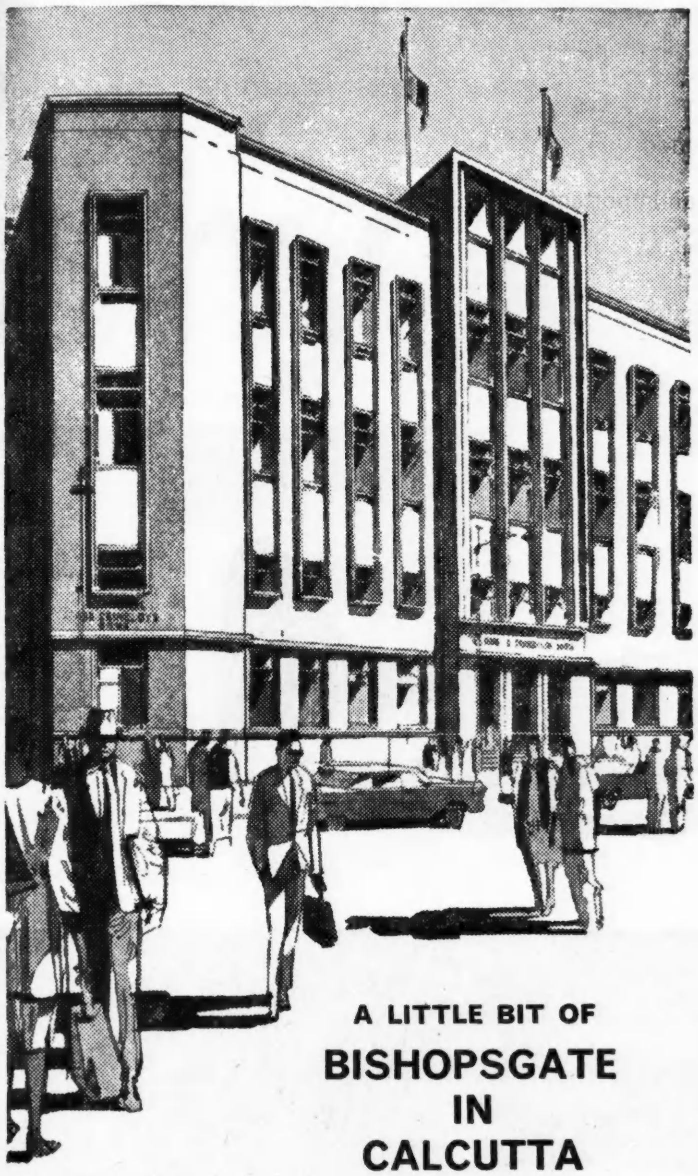
Of 'a class or kind made in Canada':

Single multi-stage marine jet units (pump units) designed for the propulsion of boats equipped with inboard engines.

Note: This will supersede Memorandum D51-28 insofar as it covers marine jet units (pump units).

(Ruling effective July 7, 1964).

The above information is contained in Canadian Department of National Revenue Memorandum D51-28-1 dated June 16, 1964.



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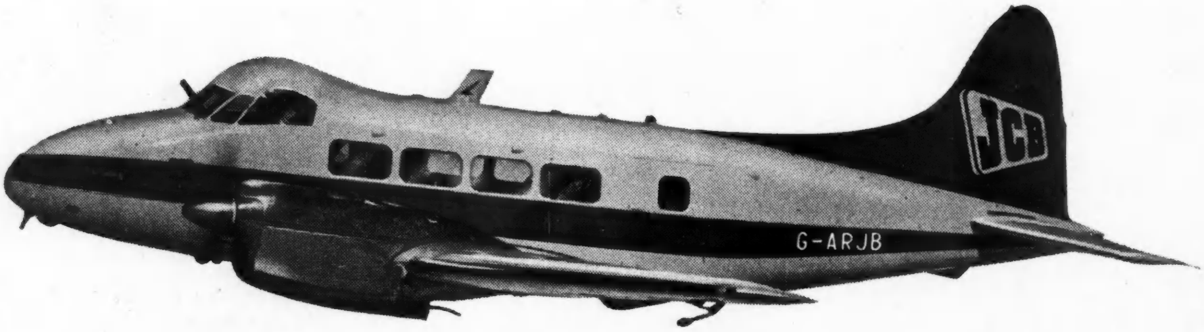

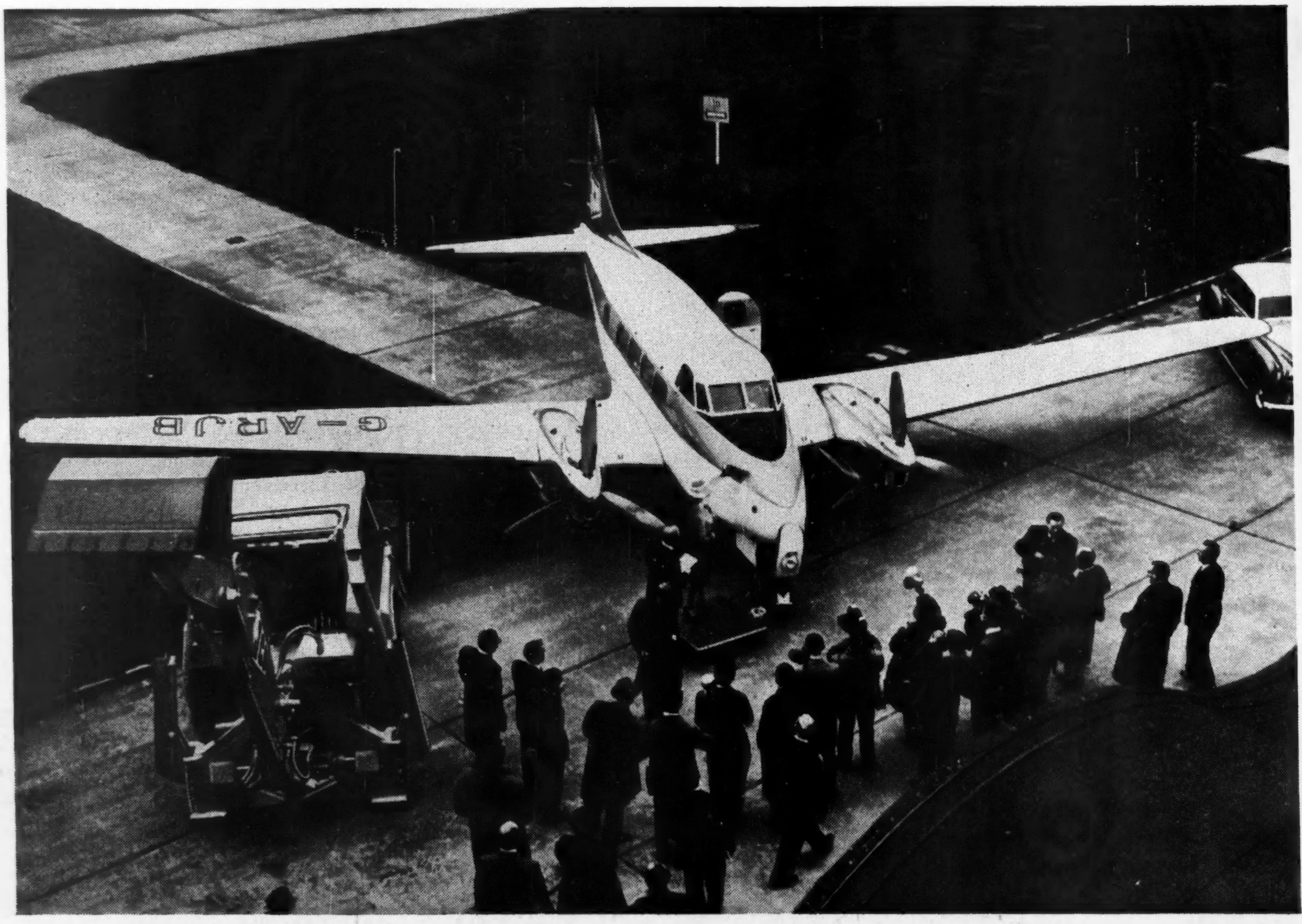

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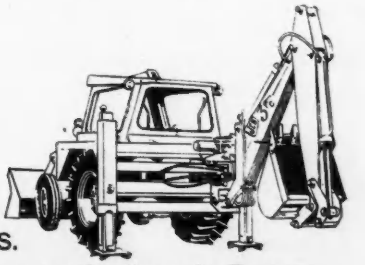

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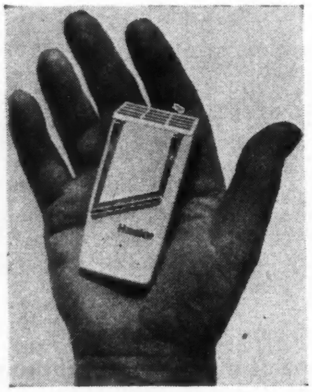

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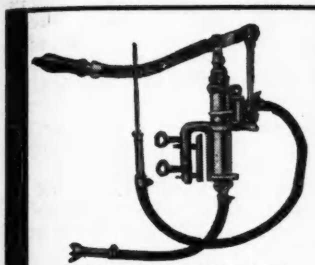

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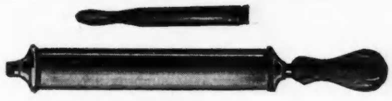

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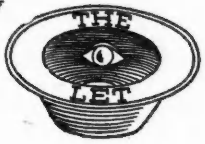

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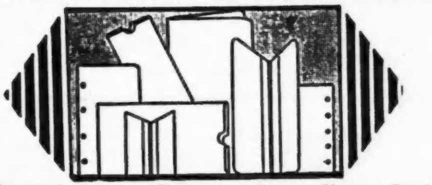

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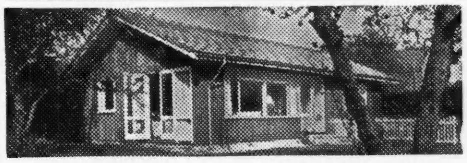

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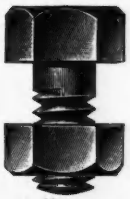

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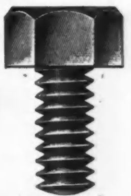

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Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

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By industry – provisional (Q)	12 June 1964
– final (Q)	10 April 1964
Distributive and service trades (A)	27 Dec. 1963
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Gold and dollar reserves (M)	12 June 1964
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Board of Trade Addresses	28 Feb. 1964
Board of Trade Regional Organizations	24 April 1964
ECGD Local Offices	12 June 1964
British and Commonwealth Chamber of Commerce and other British Business Organizations Overseas	24 April 1964
United States Consular Offices in the UK	21 July 1961

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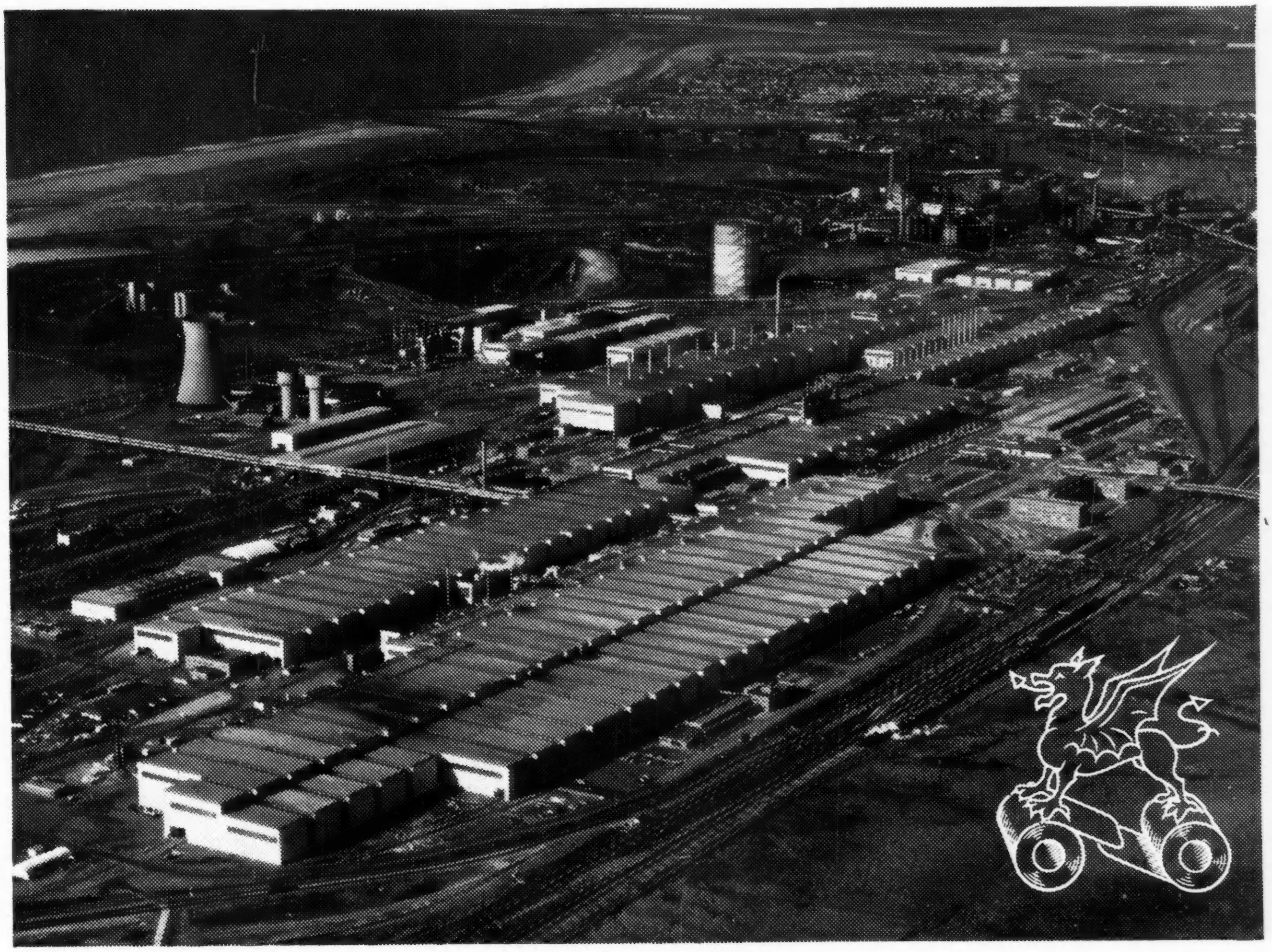

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Volume 186 January-June 1964

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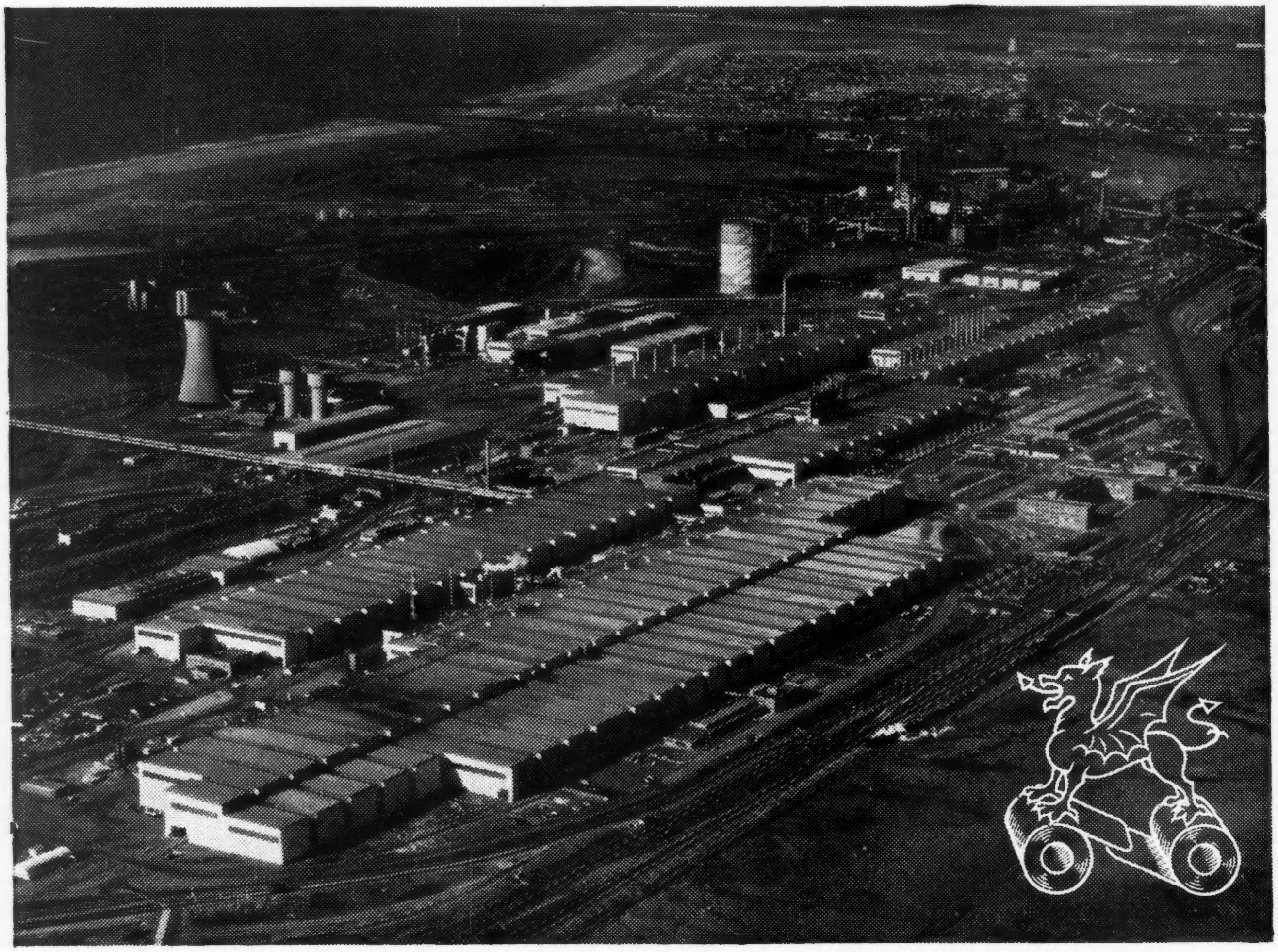

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